

CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication

August 21 1982

SDP favours
generic
substitution
by pharmacists

New pressure
for Sunday
trading — what
do you think?



Raymond Bellm —
Managing Director

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CHEMIST & DRUGGIST

Incorporating Retail Chemist

August 21, 1982

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COMMENT

Sunday trading survey

"A mother may buy gin for herself on Sundays, but not milk powder for her baby's bottle." Such emotive quotations (this one from the National Consumer Council) have ensured regular attempts to get the Sunday trading laws changed. Now there is a Government willing to back the idea (p297).

In February 1979, *C&D* conducted a survey of subscribers along the lines of the

questionnaire below. The large response showed that feelings ran high, with over 80 per cent against Sunday trading. But today there are both back street shops opening illegally, and large multiples trying their luck. Do you want to join the race? Please help us test opinion by returning the form below — identification of your business is unnecessary.

Sunday trading: General principle for ALL traders

Do you agree in principle with Sunday trading? Yes ☐ No ☐

Who do you think should decide when shops may open?

Local authorities ☐
Central government ☐
Traders themselves ☐

Sunday trading by chemists

If all Sunday trading restrictions were lifted would you

Never open on Sunday (rota excepted)? ☐

Open every Sunday? ☐

Open sometimes, such as pre-Christmas ☐

If there is to be change, would you prefer

Total abolition of restrictions? ☐

Removal of anomalies only? ☐

Do you already open on Sundays for sale of permitted goods? Yes ☐ No ☐

Are you in a holiday resort with Sunday trading exemption? Yes ☐ No ☐

Thank you. For the purpose of comparing the interests of different groups, would you please indicate the following:-

Are you replying as: Shop manager ☐

Proprietor ☐

How many shops are under your control? ☐

Is the bulk of your counter turnover in traditional pharmacy merchandise?

Yes ☐ No ☐

Turnover bracket of your shop/group*: Under £200,000 pa ☐

£200,000-£1m pa ☐

£1m to £5m pa ☐

Over £5m pa ☐

Is your shop situated in England or Wales ☐ Scotland ☐ Northern Ireland ☐

* please delete as appropriate

Please return to the Editor, Chemist & Druggist, Benn Publications Ltd, Sovereign Way, Tonbridge, Kent TN9 1RW

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SDP policy favours drug substitution

The Social Democratic Party has accepted some but not all of the health policy proposals put forward by its pharmacist members (*C&D*, March 27, p525).

Among the proposals was a suggestion that pharmacists should be given the "professional discretion" to substitute cheaper drugs on NHS prescriptions. In a document on health policy, published last week, the SDP proposes that: "Where doctors prescribe an expensive, branded product for which a cheaper and equally effective substitute exists, the pharmacist should dispense the substitute unless explicitly requested not to by the doctor. This should immediately generate savings of £20-£30 million per year."

Restrictions on new drugs

The SDP also proposes that new drugs should be used on the NHS only if they are safer, cheaper or more effective than drugs already available, or if the manufacturer can demonstrate a unique efficacy. "Taken together with a commitment to substitution, this would significantly alter the incentives for pharmaceutical companies and should in time save 15-20 per cent of the NHS drugs bill — between £150-£200m per year."

"In pursuing such a policy we will consult closely with the medical profession and pharmaceutical companies and will be particularly concerned to ensure that some of the savings generated are fed back into British pharmaceutical research, which makes a significant contribution to our balance of payments. We will also ensure that incentives to pharmacists are adjusted so that they do not lose by dispensing substitutes."

However, the document has ignored the SDP pharmacists' proposals that doctors should prescribe a maximum of 28 days' supply and that a repeat prescription scheme should be introduced.

The SDP seeks to extend the no-strike commitment of the nursing profession to all health workers and believes that this commitment should be reflected in their pay. The paper proposes that the arrangements for all NHS pay negotiations should be examined within the wider context of an incomes policy.

The document urges more emphasis on prevention. "Our immediate targets for action must be those environmental factors and patterns of behaviour most closely associated with ill health, stress

and premature death — smoking, accidents, diet, exercise, alcohol, drugs and pollution."

The aim would not be to increase state interference with the way people lived, but to increase their "freedom from pressures to live in what may be unhealthy ways."

Alcohol and tobacco products would be brought under the Medicines Act, not to make them available on prescription only, but to allow tighter control over their composition, labelling and advertising.

The SDP does not propose major changes in the funding of the welfare services and rejects any plans to replace the NHS with an insurance-based system on the grounds that it would increase the difficulties of achieving equality in access to health care. Nor is there scope for raising more revenue by increasing charges, the paper adds, but under the present economic circumstances "we do not propose to indulge in the empty rhetoric of denouncing them."

Additional resources will be committed to health and social services, including £300 million from the SDP's economic programme and at least £150 million from the savings previously mentioned. The party promises a "concentrated attack on inequalities", supported by a new Employment and Innovation Fund.

Primary care good value

The SDP believes that primary care, by keeping patients out of the expensive hospital sector, offers the best value for money in the NHS, although it needs to be better integrated with the main body of health care. "GPs fiercely defend their independent practitioner status and fend off any attempts to monitor what they do: the result is that we simply do not know whether investing in primary care actually pays off in terms of keeping people out of hospital or improving health." There is a case for experimenting with salaried GPs in inner cities and offering incentives to encourage them to look after the chronically ill in the community, the document argues.

There is no mention of the SDP pharmacists' proposal that the public

should be encouraged to seek a pharmacist's advice on self treatment. Mr N. Wood, an Essex community pharmacist who was instrumental in setting up the group, had not received his copy of the policy document by the time *C&D* went to press so was unable to comment on it. Membership of the group was now "in double figures", but he declined to be more specific. Bearing in mind the total number of SDP members in the UK and the number of pharmacists interested in politics, there was probably only a potential 30-40 who would join a special pharmacists' group, he believed, although it was "early days yet".

SDP Green paper no 5 "Social democracy in the health and social services" (£1), 4 Cowley Street, London SW1.

Cuticura prices up on new stocks only

Cuticura Laboratories have issued a statement to the effect that steep price rises already announced as taking effect from August 1 will apply only as reformulated and repackaged products become available.

The statement was made to *C&D* after several chemists has complained to us, and to distributors Optrex, about increases being passed on by wholesalers on existing stocks. Some of the prices were more than doubled (eg Cuticura talc) and the large pack of Ayds is up from £5.99 to £9.65. The statement reads:—"Cuticura Laboratories have announced significant price increases on Cuticura medicated soap, Cuticura mildly medicated talcum powder and Ayds slimming aids, explaining that there are two compelling reasons for this move.

"First, these prices correct a long period of rising costs that previously have not been reflected in prices. Second, each of these products has been updated and improved with new formulations and new packaging to provide the outstanding benefits and performance demanded by today's discerning customers.

"With new upgraded products becoming available during August it has been necessary to implement a price increase from August 1 and all orders at these prices will be fulfilled with new product.

"Some confusion seems to have arisen as significant quantities of the original pack were sold into the trade at old prices during June and July, and therefore the consumer will be able to buy this product at the old prices while stocks last. The new prices will become effective as the new packs become available from August. Recently reported statistics show good sales gains."

New pressure for reform of Sunday trading law

A reform of the Sunday trading law was called for last weekend by Mr Ian Sproat, Under Secretary at the Department of Trade. He mentioned the possibility that a private members Bill with proposals for removing the restrictions might be put forward in the next session and hopes it will have Government support.

Speaking on the BBC's "World This Weekend," he said a removal of present restrictions would provide more convenience and choice to the customer and housewife. He cited the example of Asian shopkeepers who opened for long hours.

No progress in Commons

Trading hours legislation comes under the umbrella of the Home Office, although the Department of Trade is responsible for retailing. A Bill proposing to remove all restrictions on shopping hours was passed through the Lords by Lady Trumpington last session, but made no progress in the Commons. She is hoping it will be taken up as a private members Bill next session. She is the eleventh person to try to amend the Act since it became law in 1950. Her predecessor, Sir Anthony Meyer, introduced his Shops Bill in 1980, but it failed to get a second reading, as a result of being "talked out" by MPs backing the shopworkers' union, USDAW.

Previous attempts to change the legislation have been strongly opposed by USDAW and the National Chamber of Trade. However both organisations have modified their stance this year. At its annual conference in Guernsey the NCT agreed as a matter of policy to seek the repeal of the Shops Act 1950 and to

introduce less anomalous legislation. USDAW has commissioned a study into legislation on retail hours, and has said that although there is no need for a seven day week, it is not against changes to legislation provided it is done in a sensible way.

The union has argued longer shop hours will be passed on to the consumer in the way of higher prices to cover labour costs. It is necessary to strike a balance between the justified and proven needs of the consumer and the efficient and economic operation of retailing, said an official memorandum to the members of the House of Lords in February. The union also points out that an extension of six-day trading will not increase turnover, but will increase competition and staffing difficulties.

A MORI poll carried out in February of this year showed nearly two-thirds of consumers think shops should be able to open later and on Sundays. Support for a revision of the Sunday trading laws was highest among skilled workers. The NCT has long been divided in its views, and a survey last year of 2,300 retailers showed that a majority favoured maintaining the status quo. Although the NCT is seeking to repeal the Shops Act it will seek to maintain the status quo for the time being rather than support alternative liberalising attempts.

Increased sympathy

Increased awareness of the anomalies of the Shops Act and of mounting evidence of disregard for the law shown by a number of traders has led to successive governments admitting to increased sympathy for the idea of change. Hence,

no doubt, Mr Sproat's hopes that Government support may be forthcoming for future efforts to change the legislation. Mr Sproat himself favours a change, as does the Department of Trade, who are canvassing in Whitehall to see if the feeling is shared, according to a Department spokesman. The Department of Trade is looking to remove the anomalies in Sunday trading and is said to favour a liberalisation of the law regulating trading hours.

The National Pharmaceutical Association has not considered changing its opposition to Sunday trading although it recognises that there are differing views among the membership. Retail pharmacy is thought to have relatively little influence on the decision makers because it is one of the few sectors permitted to trade under existing legislation, albeit in a restricted way.

□ It should be remembered that the Sunday trading provisions of the Shops Act do not apply to Scotland. Broadly speaking there are no legal restrictions on the supply of consumer goods and very few on the supply of services on Sunday.

C&D survey form, p295

Fees abolished

Regulations published last week abolish certain Medicines Act fees from September 1.

The Medicines (Fees) Amendment Regulations 1982 (SI 1982 No 1121, HMSO £1.25) abolish capital fees for the renewal of product licences of right, for manufacturers' licences, wholesale dealers' licences, export certificates, clinical trial and animal test certificates, and for variations of licences. The higher alternative capital fee for product licences is reduced to £2,500, the standard amount reduced to £150 and the lower alternative amount is omitted.



The contestants and representatives of Numark and Nicholas Laboratories at the regional final of the Numark / Rennie Golf Tournament. The winner was Mr C. Owen from Coedpoeth (bearded to the right of the arch) who was presented with a voucher for £40 and a cup, Mr Roy Simms from Numark wholesaler, E.H. Butler & Co of Leicester came second and Numark members, Mr R. Winson and Mr M. Midgley came third and fourth, respectively. Mr N.P. Clemencin, managing director of Nicholas Laboratories can be seen fourth left and Mr Maurice Ellerton, managing director of Numark wholesaler, L. Rowland & Co Ltd of Wrexham is second right

BBC report on NHS drug prices 'totally unjust' says ABPI

Medical Express, the BBC television programme devoted to medical affairs, last week examined "allegations that £100m of NHS money is being wasted."

The programme was looking at the cost of pharmaceuticals to the health service, and asked whether British pharmaceutical companies, among the most successful in the world, made excessive profits. The programme has drawn strong adverse comment from the Association of the British Pharmaceutical Industry — "totally unjust and unfair in a number of respects."

Mr Malcolm Town, of the Harrogate firm of Maltown, which was recently fined for selling and importing drugs without a product licence, was interviewed on the programme. He was introduced as someone who had discovered he could buy British manufactured drugs abroad "at a fraction of their British price," and gave several examples during the programme. Septrin could be bought in Singapore for about £18.50, whereas the cost to him in the UK was £52.58, he said. Adalat cost the NHS £12.32 for 100 capsules — in France the equivalent cost was £5.37. "There are hundreds of other examples where widely-used NHS drugs can be bought abroad for a fraction of their British price," said the presenter.

Price determination

The way that drug prices are determined by the Department of Health's Industries and Export division was outlined. "What is described as a reasonable overall profit is agreed upon. Then the companies can charge what they like for individual products as long as they do not exceed that agreed margin of profit. This is to allow drug companies to plough back profits into research and development of new drugs.

"Is it really practicable for a small team of civil servants to control and

monitor the finances of major international drug companies?" the programme asked. The presenter went on to say that the Under Secretary for Health and the Department of Health had refused to comment. "We can only be left with the strong suspicion that drug prices could be lower in Britain," the programme concluded.

The ABPI has reacted angrily and says that selective examples of prices were quoted. "The Association believes the programme was totally unjust and unfair in a number of aspects. Mr Town claimed that the NHS was being ripped off to the tune of well over £100m a year, but there was no evidence to support that claim whatsoever.

"The programme makers also made

great play of the fact that the Department of Health spokesman had refused to appear on the programme. They did not, however, as far as we are aware, invite pharmaceutical manufacturers and they certainly did not invite the Association to appear.

"The industry was therefore denied an opportunity to deny Mr Town's allegations in any way. Furthermore we believe the viewers were deceived in that the programme omitted to mention that Mr Town and his company, Maltown Ltd, had pleaded guilty to importing and selling medicines without a product licence, and fines totalling over £6,000 had been imposed.

"The programme also failed to give any recognition to the benefit the taxpayer receives from the industry's excellent export achievements. For these reasons we believe this particular programme constituted a gross injustice to pharmaceutical manufacturers in this country and that it was manifestly misleading and unfair."

Communication problem in drug industry?

The pharmaceutical industry makes "wonderfully bad news, particularly if only the emotional side of an issue is presented as so often happens," and this may in part account for what is generally seen as a reluctance to communicate on the part of major drug companies, according to an article in the latest issue of *Campaign*, the journal of the advertising world.

Unlike other industries, for whom the question of communications and public relations is a relatively simple one, the manufacturer of ethical pharmaceuticals finds a more complex situation. The fact that the companies involved in the industry now tend to be less circumspect than previously is not a matter of choice, it is argued, but rather that "they have been forced into public view by socially-aware groups and organisations, sensational journalism and people with political motives".

The problem is to some extent worsened by the fact that the companies

are not conditioned to defend themselves publicly. "Their contact has always been with other medically qualified people — specialists, general practitioners, paramedicals and pharmacists — people who understand risk-benefit ratios, know what "statistically insignificant" means and don't scream that one death is unacceptable, or that an effective drug should be withdrawn." Faced with less qualified "scaremongers" a drug company may then be afraid of misrepresentation.

By the time a cautious head office has formulated an official corporate reply to any criticism and made this available to the media the company may have been damned by omission, and is often condemned as uncaring or guilty due to its refusal to comment.

Campaign's conclusion is that "pharmaceutical companies now accept that they must communicate yet they are still confused about how to do it."

From the 1st of September 1982 the following prices for Sudocrem will apply:

Size	R.R.S.P. per unit (inc. V.A.T.)	LIST PRICE per doz (ex. V.A.T.)
65g	65p	£4.68
125g	£1.02	£7.34
325g	£2.27	£16.34

Distributors for Great Britain

David Anthony Pharmaceuticals Limited
59 Crosby Road North Liverpool L22 4QD

Distributors for Northern Ireland
Linford Sales & Marketing Ltd.,
Santa Rosa, Lurgly Vallen, Co. Armagh.

Made in Ireland for TOSARA PRODUCTS (U.K.) Ltd.

Sudocrem
ANTISEPTIC HEALING CREAM

TOPICAL REFLECTIONS

By Xrayser

Opren

Although it's Friday night, and I have had a busy day, I feel distinctly frivolous — which is absurd, for this is a serious column. So, to get down to serious matters, I may as well have a go at this Opren affair since anyone who is anybody, has had something to say!

In the first place I must declare an interest: I too have suffered. Over a long winter I developed a bad case of "screws" with every bone in my body aching. Aspirin, my favourite cure-all, was beginning to give my stomach the cringe, so when I was in the surgery I asked my medic what his latest thing was. "Try Opren" he said, handing me a script, and try it I did.

Seemed OK; went on holiday; after a couple of days noticed my large shell-like ears were getting itchy, as were the backs of my hands. Two more days later I took a boat trip across the bay, during which time I realised I was in trouble, since the whole of my exposed skin had become supersensitive to sunlight. Intense burning pain spread over my scalp, face, ears, hands, upper legs and arms. Eventually we came ashore and I dived for shade and a sunhat; the local pharmacy let me have a moisturiser.

I stopped the tablets and saw a gradual regression of the highly unpleasant side effect over the next three or four days. Nasty. When I returned to work I mentioned my experience to the GP who, knowing me, touched the index finger to his temple saying unto me "You know what your trouble is, don't you!" I had to persuade him I wasn't kidding.

This experience set me thinking about the shy people who come into our pharmacies with all sorts of "complaints" about which few of them think worth telling the doctor, but which I find are not uncommonly side effects from treatments being given routinely by GP or receptionist. I have long felt we should be playing a far more active role in picking up untoward reactions to drugs, and wonder — in view of the incredible way the manufacturer and the professions have been ignored by the government in their handling of the ban on this drug — whether pharmacists should also set up a warning card system. My idea is that it should be in duplicate, one for the GP (as a note that something may not have been drawn to his attention) and one to the

■ The Medico-Pharmaceutical Forum symposium on "Ethical committees for clinical research" has now been published. Copies (£2) are available from the Forum's librarian, 12 Whitehall, London SW1A 2DY.

Society, so it may take joint action with makers or BMA or Department of Health or Committee on Safety of Medicines, if sufficient evidence were to accrue. Oh dear! I've stopped being frivolous!

Bioavailability

I imagine all of us will have received a disturbing little graph through the post from the makers of Daonil which compares the bioavailability of their product with another glibenclamide. Since dosage levels have been established on the known performance of their product, it is proper that a warning should be given because it would appear that the generic they tested would have scarcely any effect. A potentially serious failing I would have thought, in a product which presumably, will be cheaper than theirs, and obligatory for us to dispense on generic scripts, when it becomes available.

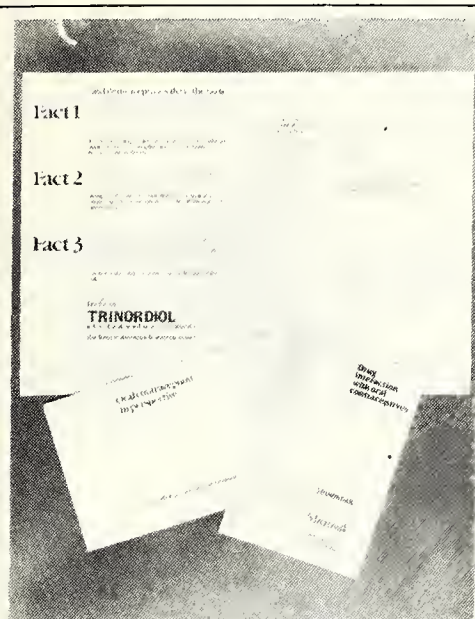
So far I have not been offered a generic glibenclamide. However, it is my opinion that a company publishing this sort of evidence has an absolute duty to the professions, to give the name of the product they tested, the batch number and the manufacturer. We are not selling soap powders and knocking the unknown "brand X." Techniques of selling drugs have to be considerably more objective. If their information is correct it will stand up in court if need be, and will in any case, be worthwhile evidence of the need for a revised standard for the evaluation of the effectiveness of given doses of medicaments in the various presentations manufacturers give us.

With the history of Lanoxin behind us, I suspect the path for a change of standards is already beaten. If that is what Hoechst want they should have produced their evidence to the committees or authorities dealing with these matters, and pressed it hard, since their case appears indisputable.

But by publishing their graph they leave us in the invidious position of knowing that one of the generics we may be offered in future is ineffective, and thus being unable in any conscience to buy any one of them. I don't know about you — but I resent it.

Next week

Well, it's next week now so far as my "nitty" lady of last week's column is concerned, and since she has not come back to demand the Oil of Sassafras I denied her, it seems possible the malathion lotion I sold her may actually have worked . . . or has she gone "elsewhere"?



An information kit about the safety of oral contraception, from the Wyeth family planning division, is being introduced this month by the division's representatives. The kit comprising of a brochure, a drug inter-action card and a small folder — "oral contraception in perspective" provides up-dated information on the safety factors to be considered when using modern oral contraceptives. Family Planning Division, Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berkshire

Wyeth hypertension screening kit

Wyeth Laboratories are encouraging general practitioners to screen for hypertension. The company has produced an audio visual which they intend showing at local meetings and is also providing GPs with hypertension screening kits.

The audio visual cites various methods of screening that general practitioners have used and aims to encourage all GPs to set up a screening programme of their own. It puts forward practical points, including motivation of patients, proper checking of equipment; educational material such as posters for waiting rooms and treatment advice leaflets for doctors to give their patients.

The screening kit contains hypertension record cards; blue labels for attaching to NHS record wallets to mark those patients who are at risk; patient advice leaflets and a waiting room poster.

People

Trevor McCombie, CChem FRSC, marketing manager, BDH Chemicals, has been given the award for service to the Royal Society of Chemistry. Mr McCombie is chairman of the Society's benevolent fund and was secretary to the mid-Southern counties section for 21 years. **John Ruck Keene**, CBE, has been made an honorary fellow of the RSC. Mr Ruck Keene was secretary general until this January and general secretary of the Chemical Society for 35 years.

Robins take over Sebamed

A. H. Robins have taken over the distribution of the low pH cleanser Sebamed. Said to be brand leader in Germany, where sales exceed DM3m, the product has been available in the UK since last May but, Robins claim, not in wide distribution. "It is apparent, however, that a loyal, hard core of users already exists and Robins' expertise can dramatically increase this usership."

Sebamed is described as a fundamentally "different" cleanser — "not a soap, but with superior cleansing properties". In use it produces a pH of about 5.5 — approximately that of the human skin. Robins claim that comparative tests on many other "neutral" soaps show variances between pH9 and 11. The Sebamed bar has also

been found to last longer than competitive products in a simulated usage test, and to perform better in terms of cleansing power as measured by foam production.

The advantages of the low pH soap are said to be that alkaline substances cause the skin tissues to swell, occluding the pores and impairing the normal excretion and secretion mechanism. In addition, the skin's normal bacterial flora prefer a low pH, and this protective element can be removed if washing raises the pH. Robins add that Sebamed can be shown to possess antibacterial and antimycotic activity against skin pathogens.

Robins will be making both hospital doctors and general practitioners aware of the availability and benefits of Sebamed, and will begin a consumer campaign through major women's magazines in January, 1983.

Sebamed is available as a cleansing bar (100g, £0.95) and liquid cleanser (150ml, £1.75). *A. H. Robins Co Ltd, Redkirk Way, Horsham, West Sussex RH13 5QP.*

PRESCRIPTION SPECIALITIES

Advanced ketoprofen delivery system

May & Baker have introduced a new pH-sensitive controlled release delivery system for the anti-inflammatory drug, ketoprofen.

The formation (Oruvail) comprises ordinary gelatin capsules that contain pellets of ketoprofen coated with pH-sensitive membranes. The membrane only allows ketoprofen to pass in an alkaline pH therefore none of the drug is released as the pellets pass through the stomach. In the small intestine the drug is released gradually through pores in the membrane. Although the rate of release will vary with the passage of granules through the intestine, May & Baker say one dose should provide steady blood concentrations for 24 hours. Thus the delivery system confers two advantages — it enables a once-daily dosage regimen and should obviate or greatly reduce gastrointestinal side effects.

Oruvail capsules

Manufacturer May & Baker Ltd, Dagenham, Essex RM10 7XS

Description Transparent pink capsules with opaque purple caps, each half being printed with "Oruvail" in white. Each

capsule contains white pellets of ketoprofen, totalling 100mg, which have a pH-sensitive controlled-release delivery system

Indications As for Orudis

Dosage For adults, one or two capsules daily, depending on patient weight and severity of symptoms. The normal recommended adult dose is 200mg daily and paediatric dosage has not yet been established

Contraindications, precautions etc As for Orudis

Packs 100 capsules (£18.36 trade)

Supply restrictions Prescription only

Issued August 1982

Uriben tablets and suspension

Manufacturer R.P. Drugs Ltd, Yorkdale Industrial Park, Braithwaite Street, Leeds

Description Pale pink suspension with fruit odour and taste. Each 5ml dose contains nalidixic acid 300mg. Creamy white tablets each containing 500mg

Indications Treatment of acute and chronic infections, especially those of the urinary and gastrointestinal tracts, caused by Gram-negative pathogens sensitive to nalidixic acid

Dosage Adults: for acute infections, 1g four times daily for at least seven days reducing to 0.5g four times daily for chronic infections. Suspension: for acute infections three 5ml spoonfuls four times a day for at least seven days, reducing to two 5ml spoonfuls four times daily for chronic infections. Children: over three months the recommended dose is 1ml per kg body weight daily. The neonate does

not tolerate nalidixic acid well due to the immaturity of liver enzymes. A modified dosage for children less than three months old (clinical benefit should be weighed against possible risk) is 20mg/kg initially followed by 12mg/kg eight hourly

Contraindications, precautions As for other nalidixic acid preparations.

Side effects Gastrointestinal effects, skin reactions or subjective visual disturbances may occur but are readily reversible on therapy reduction or discontinuation

Pharmaceutical precautions: Syrup BP can be used to dilute suspension; such dilutions are stable for 2-3 weeks when stored in a cool dry place

Packs Suspension 200ml (£8.10); 500ml (£18). Tablets 56 (£7.50); 500 (£40 — all trade)

Supply restrictions Prescription only
Issued August 1982

Goilim tablets

Labaz are to phase out supplies of plain 200mg Epilim tablets as the demand for the enteric coated form is consistently greater.

Physicians and patients have displayed an emphatic preference for the enteric coated tablets, they say, and their use has further reduced the incidence of gastric upsets. The bioavailability of the enteric coated tablet is identical to the plain one; it handles more easily and is more stable.

From September, orders for Epilim 200mg tablets will be met by the enteric coated form as stocks of the plain ones are exhausted. *Labaz Sanofi (UK) Ltd, Regent House, Heaton Lane, Stockport*

Mexitil checks

All batches of Mexitil 200mg that may be faulty (*C&D*, August 7, p224) are now being examined before distribution and will bear an additional label saying "Rechecked." *Boehringer Ingelheim Ltd, Southern Industrial Estate, Bracknell, Berks RG12 4YS.*

Nilevar tablets

Nilevar tablets are being discontinued and will not be available after August 27. *Searle Pharmaceuticals, Walton Road, Morpeth, Northumberland.*

Discontinued

Winthrop Laboratories are discontinuing Theominal from August 31. *Winthrop Laboratories, Winthrop House, Surbiton, Surrey KT6 4PH.*

J&J hair conditioner for children

Johnson and Johnson are introducing a children's hair conditioner (120ml, £0.78; 240ml, £1.25), the first conditioner for use on children's hair.

Research, they say, has identified a real need for a children's hair conditioner particularly amongst girls aged 2-12. Indications show that a high percentage of children in this age group have had a conditioner used on them at some time but J&J believe usage would be significantly higher if a specific children's product was available.

Children's hair differs from adult hair, they say, in that it is much finer and less likely to be greasy. Additionally, it does not have to suffer the same harsh cosmetic treatment given to adult hair. Most adult conditioners are used to help restore damaged hair, whereas for children, consumer research has shown that a conditioner is primarily used to detangle hair and to help comb it through.

Like Johnson's baby shampoo, the



conditioner is mild and gentle and does not irritate the skin or eyes. Although formulated for children, it is, suitable for the whole family.

The launch will be backed by a consumer Press campaign which will run from September to December. *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EA.*

Worth launch male fragrance range

Worth pour Homme is a new fragrance range described as "an exciting and refreshing alternative to the old mundane toiletries for men."

The range comprises eau de toilette (50ml spray £7.95, 100ml £12.50, 200ml £20); aftershave (50ml £6.50, 100ml £10.50, 100ml spray £11.75); toilet soap (100g £2.75); deodorant (150g atomiser £5.95, 75g stick £4.25); shaving foam (150g £4.95) and talc (100g £3.50). It will be available from October. *Worth Perfumes Ltd, Magnolia House, 160 Thames Road, London W4 3RG.*

Predictor — increase in early accuracy

Chefaro are introducing a new formula Predictor pregnancy test (£5.20) with increased early accuracy.

By using monoclonal biotechnology, company researchers have produced an antibody which is sensitive to 500 iu's of HCG (human chorionic gonadotrophin) in the urine of a pregnant woman. Hitherto, the sensitivity level of tests has been around 1,000 iu's they say, which meant that the maximum 98 per cent accuracy of all such tests could only be

assured if a woman tested herself on or after the eighth day following the missed period.

The increased sensitivity of Predictor means that a woman can test for pregnancy after six days without any loss of accuracy. The test method is identical to the current Predictor but a new, clearer instruction leaflet is included. *Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey SM4 5OZ.*

Boxiom lens case available in UK

Inter-Company Contacts are now distributing one of Europe's "most popular" soft lens soaking cases — the IOM Boxiom.

The case has separate chambers for right and left lenses with caps clearly identifying each chamber with raised lettering, together with a grip type edge for ease of handling with wet hands. The lenses are placed on a raised dome on the inside of the cap and are prevented from falling into the bowl chamber by a smooth safety clip, thus avoiding any possible damage to the lens by careless retrieval from the chamber.

Packaging is six to an outer, with a retail price of £2.24 each. *Inter-Company Contacts Ltd, 192 Locks Road, Locks Heath, Southampton SO3 6LE. Tel: 04895 84640.*

Aftershave trio with pheromone

Brookrule are introducing a range of aftershaves containing a pheromone. Three Humarome Secret fragrances are available — Braserio is described as having spicy, animal-like notes, the second, Epsom, as being green and woody and the third, Macao, containing oriental notes and amber.

Humarome was discovered by Dr George Dodd of Warwick University and developed by the essential oil company R. C. Treatt. Dr Dodd was puzzled why humans were so sensitive to musks from so many different animals. He reasoned that it was because they have special receptors for musty and woody scents and wondered if they had a physiological role.

Research identified a human pheromone which has been given the registered trade mark of Humarome by R. C. Treatt & Co. In social groups Dr Dodd found that the presence of Humarome seemed to create "an immediate sense of empathy between man and woman". French perfumier Jacques Konckier was responsible for the development of the three fragrances.

Each bottle of aftershave (55ml, £4.95 and 110ml, £6.30) comes in a wickerwork design carton of burgundy red and cream for Braserio, dark blue and cream for Epsom and black and cream for Macao. Tester stands are available holding one of each of the three fragrances in 110ml pump bottles. Distributors are *Thomas Christy Ltd, North Lane, Aldershot, Hants.*

Rigease acquire Parfums Grès

Rigease, distributors of Coty perfumes are to take over the agency contract for Parfums Grès of Paris from September 1. They take over from Ocouture Fragrances who held the agency for the past two and a half years.

Roger Whitehead, general manager of Rigease says the Rigease acquisition will not change the nature of the Grès business in the UK. All the fragrance lines will continue to be marketed separately from established Coty products.

And he continues: "A separate sales and promotional programme will be developed jointly with the French marketing team for the 700 or so franchisees. This will include the advertising campaign, details of which are currently being finalised." *Rigease Ltd, PO Box 27, Brentford, Middlesex TW8 9DW.*

Galenco link up with World Wildlife Fund

A range of toiletries under the Gentle Care brand name are to be marketed by Galenco in support of the World Wildlife Fund.

The range comprising three different animals — panda, elephant and tiger will be available as a foam bath (275ml, £0.99) talc, (180g, £0.89) shampoo (275ml, £0.99) and creme soap (275ml, £1.25). For each bottle purchased Galenco will make a donation to the World Wildlife Fund. Although no figure is quoted they anticipate that this will be in the region of £150,000 over three years.

Launched first in the UK, the range will also be available in Sweden, Belgium, Germany and Denmark. In addition there will be three gift sets in time for the Christmas market — a gift pack containing panda and elephant (£1.98), another containing all three animals (£2.87) and the third containing two decorated soaps (£1.25). No charge is made for the gift boxes. Although more expensive than Matey or own-label brands Galenco believe the brand will have widespread appeal because of the novel packaging, the high quality of the product and the link with the World Wildlife Fund.

The company is trying to control price cutting and an advert in the August 28



issue of *C&D* will contain a coupon worth 15 per cent extra profit on orders of 12 dozen.

Delivery will commence in mid-September and advertising in the consumer Press, aimed at mothers with young children, will break November through December.

Three types of showcard will be available with delightful cartoon depictions of the three animal characters. Shelf edgers will also be available and plans are already underway for a series of promotions to maintain the stimulus after the Christmas period.

While Galenco will be doing the more direct promotions the World Wildlife Fund will do its share in promoting the range using showbiz personalities in the larger retail outlets. Galenco have had to give the WWF written assurance that the range does not contain whale oil and was not tested on animals. *Galenco Cosmetics (UK) Ltd, 6 The Broadway, Thatcham, nr Newbury, Berks.*

Napp lice comb

Napp have introduced a comb to remove dead head lice and eggs without damaging the hair. The Napp comb (£1.20) has a plastic handle which is unaffected by Prioderm or Carylderm, and stainless steel teeth with rounded ends to avoid cutting the scalp.

The company has made a film, "Let's get rid of head lice," available on free hire to local health authorities, schools and professional organisations. Starring

David Bellamy and John Maunder, consultant medical entomologist, London School of Hygiene and Tropical Medicine, the film highlights the problems of infestation and explains how the condition can be treated. Prioderm preparations are illustrated and advice given to obtain treatment from the "chemist or clinic." The film is available on 16mm or VHS video cassette from Mr Ken Downie, *Napp Laboratories Ltd, Cambridge Science Park, Milton Road, Cambridge CB4 4BH.*

'Sunshine savings' for Cow & Gate

Cow & Gate are promoting their babyfood products until December 31 with a Sunshine Savings offer. Mothers are invited to collect the labels from Cow & Gate products including stage 1 and stage 2 baby meals, yogurt desserts, Liga rusks and fruit syrups. To claim £5 they have to send in 75 labels, to claim £2 — 40 labels and for 25 labels mothers can claim £1. A quarter of a million offer leaflets in pads of 50, will be distributed by Cow & Gate representatives. The leaflets come

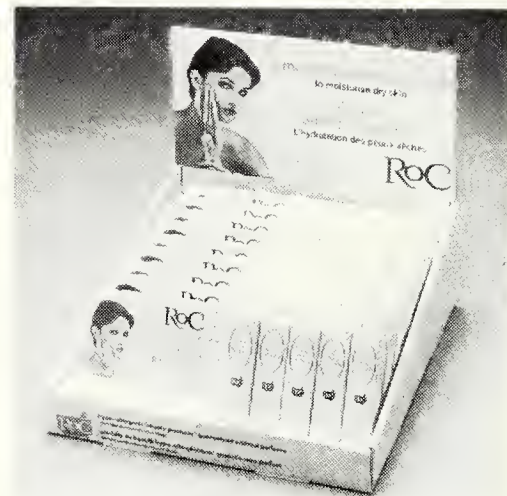
with cardboard backing and can be attached to product display shelves. *Cow & Gate Ltd, Cow & Gate House, Trowbridge, Wiltshire.*

Ex-lax distribution

Ex-lax have acquired the sales and distribution rights of the Brooklax and Bonomint laxatives. Reckitt & Coleman will cease distribution of these lines with effect from August 23. Over the next few months Ex-lax will be revealing advertising and sales promotion plans. *Ex-lax Ltd, Fishponds Road, Wokingham, Berkshire RG11 2QD.*

Roc counter unit for trial size creams

To encourage new customers Roc have introduced a counter unit containing 7ml trial-size tubes of amino-moisturising cream for dry skin. Retailing at £0.75 each, the cream is attached to a brochure which explains why the skin requires night



care, together with product information.

At the same time the company are introducing a new consumer leaflet containing details of Roc's hypo-allergenic, unperfumed night care range. *Roc Laboratories UK Ltd, Avis Way, Newhaven, Sussex BN9 0JX.*

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Askit powders:	Sc
Baby Wet Ones:	All except U
Cream Silk conditioner:	All areas
Crest toothpaste:	All areas
Fairy toilet soap:	Y, Sc, WW, NE, A, U, G
Head & Shoulders:	All areas
Hedex:	U, E
Metamucil:	NE
Mycil:	WW, We
Nivea:	Ln, Lc, Sc, WW, So, NE, We
Paddi Cosifits:	All areas
Pampers disposable nappies:	All areas
Rennie indigestion tablets:	All except U
Robinson's baby foods:	All areas
Savlon liquid:	All areas
Scholl Air Pillo insoles:	M, Lc, WW, So
Setlers:	All areas
Sionon products:	M, Y, G
Soluble Phensic:	All areas
VO5 shampoo:	All except U, We, B, G, E, CI
Zest toilet soap:	All areas



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ADDIS

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THE £1,250,000



INTELLIGENT
HAIR CARE

D PARTNERSHIP.

Wella announce the marriage of the runaway Shampoo success, IQ, and the famous Wella Conditioner.

Wella Conditioner has been reformulated, given a new name and new bottles to perfectly complement the IQ Shampoo range.

SHINE FOR YOUR SALES

In response to outstanding consumer demand, there are now six IQ Conditioners to match the six IQ Shampoos. That means IQ sales are about to double.



BODY FOR YOUR SHELVES

The IQ range makes an amazing impact on your shelves. Stunningly simple name and eye-catching bottles.

Plus a wide and intelligent choice of formulations.



CONTROL FOR YOUR STOCKS

To help you judge the stocks you'll need, there's a compact IQ starter pack and leaflet dispenser ready for immediate display. Offered at an excellent discount.



CARE FOR YOUR CUSTOMERS

To tell the consumer how IQ cares for their hair, Wella are investing over £1¼ million in a year long campaign in all the leading women's magazines.



MANAGEABILITY FOR YOUR DISPLAYS

The new IQ Conditioner packs fit side by side with the IQ Shampoos in the eye-catching permanent display unit.



STABILITY FOR YOUR PROFITS

IQ's sales success is assured by the introduction of the six new Conditioners. So you can look forward to steady profits for years to come.



Fragrance launch by Shulton

Shulton GB are to spend £200,000 on the launch of a new female fragrance, Choc de Cardin. The company holds the worldwide rights to Cardin fragrances and through its fine fragrance division already sells Pierre Cardin for men and also the Carven brands, including Ma Griffe.

Launched in France last September Choc is claimed to be currently the fourth highest selling eau de parfum there and the number two brand on Air France.

The fragrance is described as "an exciting and unusual harmony of citrus and spicy notes with warm woody undertones."

Packaging is navy blue with a bold motif in mauve and pink. Prices for the range start at £8.50 for the 50ml eau de parfum rising to £16.25 for a 150ml size and for the 50ml and 100ml vapo sprays, £8.95 and £13.50.

Colour advertising will appear in *Harpers & Queen*, *Options*, *Cosmopolitan*, *She*, *Vogue*, *Women's Journal*, *Woman's World* and *Beauty & Skincare* from September through to December. The advertisement has already



won awards in France and the British version will retain the French copyline. Showcards, shelf strips and testers will be available for in-store display and there will be a promotional offer in October of a eau de parfum purse atomiser for £4.95.

The launch has been on the Shulton cards since March but the French had problems in supplying their own higher than anticipated demand leading to a British postponement. Shulton say that

with the loss of Nini Ricci earlier this year the launch of Choc de Cardin is opportune in adding another string to their bow.

For the smaller retail pharmacist Shulton will supply 100 samples with each order placed and there will be cross sampling with the Pierre Cardin range. The range will be available from September. *Shulton (GB) Ltd, 100 Brompton Road, London SW3 1EW.*

Numark offers for September

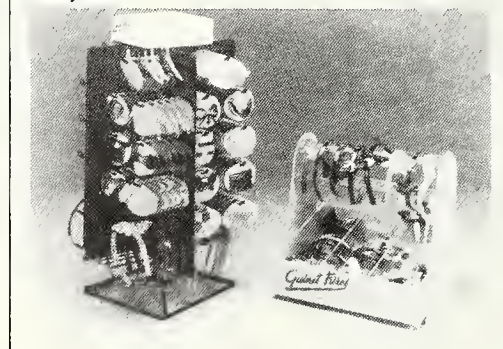
The main feature of Numark's next national promotion for September 13-25 inclusive, will be Kleenex regular tissues which will feature as part of a Kleenex range promotion when Kimberly-Clark and Numark jointly will be operating a retailer lucky draw. There will be 30 prizes of Harrods champagne and chocolate gift boxes. The chemist has to order a minimum of six cases of Kleenex proucts, including at least two cases of Kleenex regular from his local Numark wholesaler, fill in the lucky draw form and return it to Warminster no later than September 17.

Main lines on promotion will include Stayfree press-on towels (super and regular), Head and Shoulders shampoo, Music body cologne spray, Dettol antiseptic disinfectant, Ultrabrite toothpaste, Cow & Gate babymeals stage 1 and 2 and Cow and Gate yogurts, Harmony colour, Silvikrin hairspray, Panty Pads (super, regular and super plus all with two free towels), Nice 'n Easy, Kleenex regular tissues, Kleenex for Men, Kleenex Super 3, Kleenex Boutique, Kleenex Muppets, Kleenex Mansize

Hanks, Kleenex maxi-dri towels and Kleenex kitchen towels, Vidal Sassoon shampoo, re-moisturising creme, protein pack duo and finishing rinse all with 25 per cent extra fill and the Pampers range. All products will be advertised in the *Daily Mirror*, *The Sun*, *Sunday Post*, *Women's Weekly* and on Ulster television.

Intermediate lines include Euthymol

Ravina have introduced two new stands for the Guinet Freres range of hair decorations. A small perspex unit in brown and cream (right) holds non-carded items and the metal Eiffel unit holding carded items, apart from hairbands which are loose, is in a brown resin or flocked finish. Ravina Ltd, 3 Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes



toothpaste, Whistling Pops, Gillette Blue II disposable razor — six for the price of five, Pin-Up, Bodyform, Johnsons baby shampoo, Listermint mouthwash, Foamy shaving cream and Marigold housegloves.

Optional extras include Milk of Magnesia liquid and tablets, Hedex, Alka Seltzer, Famel cough mixture, Zubes, Angiers junior aspirin, Dentyne, Lanacane, Night Nurse, Day Nurse, Yeast Vite, Johnsons dental floss and Beecham Powders Hot Lemon. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

Gemstones for Autumn

For Autumn Charles of the Ritz present a new colour collection — Gemstones. The range comprises renaissance lipsticks in premier red and perfect ruby; lipgloss in redgold; cheekglow in soft red glow; four new pressed eyeshadows, brilliant sapphire, rich amethyst, sparkling rose and golden peach, and finally a new shade of moisture reserve make-up — tender beige. *Charles of the Ritz, 51 Charles Street, London W1.*

Hair Today...



LADY JAYNE
hair care



COUNTERPOINTS

Addis bubble bath for children

Addis are to launch a bubble bath that pours a measured amount straight from the bottle into the bath. With its special "squeeze & pour" dispenser, the Addis Bubble Factory (£0.89) is available in three colours — blue, green and red — and the bottles come in a counter display pack. The company is also adding three seaside Toy-leties — a colourful Punch &



Judy, a lighthouse, and a marker buoy — to its range of bubble baths (£1.09). They will be available in either assorted counter display packs or single variants. *Addis Ltd, Ware Road, Hertford.*

Unichem September offers

Unichem offers to members for September are: Angiers junior aspirin, Baby Wet Ones, Contac 400, Delrosa orange and standard, Elastoplast stretch fabric and airstrip, Fastidia, Grecian 2000, Head & Shoulders, Harmony hairspray, Imperial Leather soap and talc, Johnson baby powder and baby lotion, Kotex Simplicity, Macleans toothpaste, Matey and Miss Matey, Mum Quick Dry, Potters catarrh pastilles, Prep. 'H' ointment, Prep. 'J' suppositories, Poligrip super, Ponds creams, Rave perm refill, Savlon liquid and cream, Sunsilk shampoo, Snugglers, Tramil Paracetamol capsules, TCP pastilles and Ultrabrite. The usual price cards and shelf barkers will be available on this promotion and window posters will depict selected products.

A selection of Unichem own-brand products are also available on promotion during September. These will be included in the Unichem own products price list and order form. The products available on special promotion from September 1-30 are: the Unichem "good grooming" manicure range, feeding bottle, latex teats, bottle brush, baby shampoo, lotion, oil and powder, Unichem petroleum jelly and nappy cleanser. A range of sundries will also be on offer to Unichem members from September 1-30. These are: Sensodyne Search toothbrushes, Denman hairbrushes, Durham Duplex family hair trimmer and hair trimmer blades, Addis combs and Wisdom/Addis duet toothbrushes. *Unichem Ltd, Crown House, Morden, Surrey.*

Hot/cold pack from Scholl

Scholl are adding a hot/cold pack (£3.33) for the treatment of injuries to its Sports Aid range. The re-usable flexible pack contains a high-density water based gel that will retain heat or cold after immersion in cold water or storage in a freezer. Used cold Scholl say it helps reduce swelling, relieve pain and halt bleeding in bruising and minor cuts. Warm applications help ease tension and aches, reduce chronic rheumatic pain and ease fibrositis. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

JAMS TO CURE A HEADACHE



Never again will the problem of stocking a complete range of diabetic jams rear its ugly head.

Now, with a minimum fruit content of 50%, Sionon introduce a newly developed range of 'extra' jams.

With half the calories, there's strawberry, raspberry, apricot

and blackcurrant, as well as a fresh tangy breakfast marmalade.

All beautifully repackaged.

All 25% bigger.

While that's one headache less if you're stocking them, the best cure for the others is probably a couple of Aspirin.

After all, we discovered those too.

sionon

BRINGS THE SWEET THINGS IN LIFE TO THE SUGAR FREE DIET

FOR MORE INFORMATION PLEASE CONTACT: BAYER UK CONSUMER PRODUCTS DIVISION, BAYER HOUSE, NEWBURY, BERKS. RG13 1KA. TELEPHONE: 0635 39000.

Gone Tomorrow!

Lady Jayne merchandising units are quite simply the fastest way to sell hair care accessories.
They come fully stocked and ready to sell.

Lady Jayne - Brand leaders in hair care accessories.

LADY JAYNE FOR SIMPLY BEAUTIFUL HAIR

Laughton & Sons Ltd, Warstock Road, Birmingham B14 4RT. Telephone: 021-474 5201.



LADY JAYNE
hair care





Presented to
B. Alan Freegard Ltd.

for consistently high quality photofinishing on Kodak materials during April and May, 1982

G. V. Carlogan

G. V. Carlogan, Finisher Sales Manager,
Consumer and Professional Markets

R. A. Leeks

R. A. Leeks,
Director of Marketing



The competition is open to all independent photofinishers who use Kodak 'Ektachrome' Paper and formulated chemicals.

Awarded to: B. Alan Freegard, Poole.



Presented to
Grunwick Processing Laboratories Ltd.
(Darkroom Service)

for consistently high quality photofinishing on Kodak materials during April and May, 1982

G. V. Carlogan

G. V. Carlogan, Finisher Sales Manager,
Consumer and Professional Markets

R. A. Leeks

R. A. Leeks,
Director of Marketing



The competition is open to all independent photofinishers who use Kodak 'Ektachrome' Paper and formulated chemicals.

Awarded to: Grunwick Processing Laboratories Limited, Borehamwood (Darkroom Service).

The gold

Three well-known independent processing laboratories are the first to receive the new Kodak Silver Award for Quality.

Congratulations go to:

B. Alan Freegard, Poole.

Grunwick Processing Laboratories Ltd., Borehamwood (Darkroom Service).

Regency Film Laboratories, Enfield.

The Silver Award is given to laboratories who achieve consistently high quality photofinishing on 'Kodak' Paper for two consecutive months.

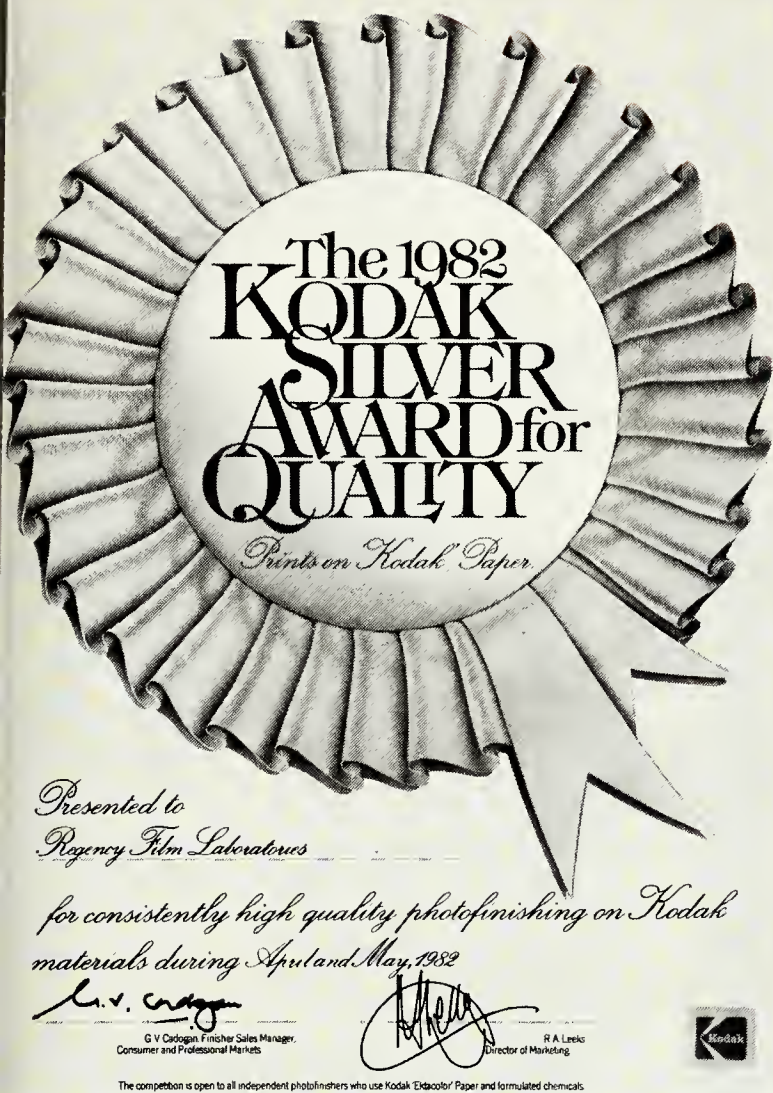
If these winning photofinishers can

maintain this quality for four consecutive months, they will receive the Kodak Gold Award, the highest accolade in the award scheme.

Table of Merit for April, 1982

Many congratulations to the following independent photofinishers who won a place in the first Table of Merit in the 1982 Kodak Award for Quality:

Forest Photographic of Walthamstow.
B. Alan Freegard Ltd., of Poole.
Grunwick Processing Laboratories Ltd., Borehamwood (Darkroom Service).
Napcolour Ltd., of Liskeard.



warded to: Regency Film Laboratories, Enfield.

ush is on.

Photographic Services N.W. Ltd.
Processors for Max Spielmann) -
Wallasey.
Regency Film Laboratories, Enfield.
And for May.
Belmont Photo Works Ltd., Belfast.
B. Alan Freegard Ltd., Poole.
Grunwick Processing Laboratories Ltd.,
Borehamwood (Darkroom Service).
Thomas Litster, Peebles.
Napcolour Ltd., Chester.
Regency Film Laboratories, Enfield.
Scottish Colorfoto Ltd., Alexandria.
S. H. Shayler Ltd., Carterton.

United Photographic Laboratories
Downton.

R. H. Williams, Haverfordwest.

Why there are Tables of Merit.

In revising the Kodak Award for Quality scheme, Kodak recognised the very considerable increase in quality now offered by many leading photofinishers. These days, indeed, there is little to choose between the top photofinishers each month, so it was becoming invidious to single out one winner.

For the 1982 Kodak Award for Quality, therefore, a monthly Table of Merit was introduced, with Silver and Gold Awards to be won by those photofinishers who figure in the table for two and four consecutive months respectively.

The Kodak Award for Quality.
The competition is open to all

independent photofinishers who use Kodak 'Ektacolor' Paper and formulated chemicals.

Kodak and its subsidiary companies are excluded.

All photofinishers who regularly and continuously return full sets of quality monitoring strips to the Kodak Finisher Monitoring Service are automatically included in the scheme, which runs from April to December, 1982.

Smile. It's on 'Kodak' paper.



Kodak and Ektacolor
are trade marks.

WE'RE BACKING YOU WITH £1.5 MILLION ON TV.

We're mounting an exciting new T.V. campaign for All Clear spending an impressive £1.5 million before the end of the year.

It will give viewers a powerful demonstration of just how All Clear gives dandruff the full treatment. With its new double action, it leaves hair in beautiful condition while it clears and controls dandruff effectively.

It will certainly give the competition the full treatment. And provide you with unprecedented T.V. support.

Make sure you take full advantage of it. Stock now!

BIGGEST BRANDS ✓

BIGGEST SALES ✓

BIGGEST PROFITS ✓



£1.5 million campaign will put your customers clearly in the picture.

FROM THE BIGGEST NAME IN TOILETRIES. **ELIDA GIBBS** ✓

Available 1st – 29th September 1982

% off normal Manufacturers trade price

Macleans Toothpaste	Freshmint Large	38½%
Johnsons Baby Powder	227G	18%
Johnsons Baby Lotion	205G	18%
Kotex Simplicity	10's Size 2	22%
Savlon Liquid	250ml	13½%
Imperial Leather Soap	Bath Size	16½%
Contac 400		16%
Head & Shoulders	150G	16%
Harmony Hairspray	Large	28%
Sunsilk Shampoo	130ml Large	40½%
Rave Perm Refill		27%
Vaseline Petroleum Jelly	No. 1	20%
Ponds Cold Cream	50ml	18%
Grecian 2000	Mens	17½%
Matey		24½%
Miss Matey		24½%
Quick-Dry Mum Twinpack	2 x 30ml	35%
Delrosa Orange	6oz.	16½%
New Ultrabrite	85ml Extra Large	19%
Snugglers	Toddler	12½%

Send off this coupon.

I am an independent retail pharmacist and would welcome more information about UniChem.

Name _____

Address _____

Date _____

Send to: UniChem, Crown House, Morden, Surrey,
SM4 5EF

C.D.9.82

Unichem Points to Value

**SEPTEMBER
MONEY
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**EXCLUSIVE
TO
UNICHEM
MEMBERS**

**YOU
PROFIT MORE
WAYS THAN
ONE**

Have refits been at the cost of identity?

Most pharmacies throughout the UK have, since the middle fifties, experienced some form of refit, mostly to create the use of self-service. These refits have enabled high increases in turnover to be achieved, and in many instances the survival of the pharmacy.

In completing such refits Mr F. R. Moore of Umdasch Systems believes a high percentage of those pharmacies have lost their identity and have created uninteresting, unprofessional retail outlets. "No form of professional image seems to have been thought through the various schemes: A total commitment to putting a maximum number of shelves at lowest possible cost, seems to have been prevalent amongst the majority." For the past 18 months Umdasch Systems through Apeils Contracts of Luton, have been encouraging shop-refits for pharmacies in up-market situations, utilising a great deal of aluminium in construction for aesthetics and durability.

Professional change?

Mr Moore suggests that Umdasch's approach is coinciding with a change now occurring within the pharmaceutical profession. "An awareness towards a more professional atmosphere is being

sought. But, this does not mean a drift away from self-service."

The daily or weekly visit to the supermarket or chemist, he says, is now so deadly boring that the modern-day shopper either consciously or subconsciously seeks a new shopping experience. An interesting, exciting and professional environment within the sales area is a combination to be commended."

In practical terms the use of self-selection should be retained while adding sufficiently to the decor to create the images desired. The use of the Umdasch units in suitable combinations can create an up-market professional appearance, says Mr Moore.

Mr Shah of Waterhouse Chemists Ltd in Southgate, North London recently opened his latest branch in Palmers Green, utilising the system. Total commitment to self-selection had been given to the whole of the left hand wall with star shaped central gondolas designed to create both interest and recesses for the browser to be free to shop without interference from others passing by, to the rear of the sales area.

Perfumes, cosmetics and toiletries are protected on their glass shelves by frameless hinged glass doors, filled between solid mahogany divisions. These

doors are both functional and attractive, adding lightness in appearance and ease of operation. These cabinets are accessible to the customer but it should be obvious when a movement is made to open a door. The doors are of sufficient size as to be not protruding too far into the walking area. Gold sphere spot lamps on gold tubes rise up the front of each central divider of the showcases. They are swan-necked close to the ceiling to create a series of gold arches.

Umdasch say they are constantly striving to achieve interesting, unusual individual design arrangements. "While Umdasch is not the cheapest equipment on the market, it is surprisingly competitive and so flexible that most budgets can be reasonably met if realistic figures are first considered."

EQUIPMENT



The Masslinn dust control system comprises a non-woven fabric with a dust retaining impregnant, which is clipped to a purpose designed, swivel head, resilient-backed application tool and is claimed to be ideal for hospitals, computer rooms and other vulnerable areas. G.H. Wood & Co Ltd, Wealdstone Road, Kimpton Industrial Estate, Sutton, Surrey SM3 9QN.

Spotlamps provide a "golden arch" at the new Waterhouse pharmacy



Moving messages

An electronic moving message machine that fits neatly into shop windows or show cases and operates from the mains is being marketed by House of Siam (UK) Ltd. The unit, measuring 12 x 3in displays a continuous moving message from a single word to a maximum of 234 characters long, and can be easily read up to distances of 25ft, say the manufacturers. Each character, measuring approximately 1/2in high, is programmed using a calculator-type keyboard on the reverse of the unit (£150 + VAT). House of Siam (UK) Ltd, Hatton House, 135A High Street North, Dunstable, Beds.

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on in.

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In its test launch in the TV South area, Foot Spa was a sell-out after the first week of advertising.

Now for the national launch, starting in Midlands and Lancashire on October 4—with the rest of the country following close behind. A total advertising spend of £450,000.

We've tested the water. We've proven the demand. So put your best foot forward. And jump in. The profits are luv-erly!

Foot Spa by
CLAIROL

Marketing for Opren criticised

The *British Medical Journal* has criticised the way Opren was marketed and said that "explosive" marketing of this kind makes no sense on medical grounds.

The drug was launched with massive publicity on radio and in newspapers encouraging patients to believe it was a major advance in the treatment of arthritis and to ask their doctors to

prescribe it, the journal says. The promotion was highly successful — around 500,000 patients in Britain have been given the drug though few can have taken it for much more than a year. In these circumstances a potential danger should have been apparent; a side effect too rare to have appeared in clinical trial could still affect considerable numbers of patients before it was recognised.

Admitting that if manufacturers are to recoup their costs they need to make large sales quickly before the patent expires, the journal says that this conflict between

commercial pressures and medical priorities has to be resolved — possibly by extending drug patents.

The "benoxaprofen affair" should also make doctors question their willingness to prescribe new drugs, it continues. Benoxaprofen's unusual range of pharmacological properties and bizarre side effects should have alerted doctors to a cautious approach before the deaths were reported. As a general principle clinicians should be slow to use new drugs when others are available with longer clinical experience to back them.

Despite the "yellow card" system a major unexpected side effect (cholestatic jaundice) was first reported through a medical journal. The problem of monitoring remains one of numbers, it says, and emphasises that there should be some system of recording and storing details of the patients given each new drug as it comes on to the market. Recording and storing data should become easier with the growth of small computer systems in general practices and hospitals.

Interferon unlikely to be cold cure?

The possibility that interferon could be used routinely to control the common cold is questioned in last week's *Lancet*.

In an editorial that asks "Is interferon the magic bullet that could control the common cold?" the journal notes that workers in Texas recently reported qualified success and last month the MRC Common Cold Research Unit gave what sounded like an emphatic "yes."

The Texas study administered alpha interferon human, prepared from leucocytes, by the intranasal route. Subjects were given human rhinovirus 13. Eleven out of 30 interferon-treated subjects developed respiratory or systemic symptoms compared with 20 out of 39 controls. In the Common Cold Unit trial, rhinovirus type 9 was used and the active treatment group were given nasal sprays of alpha-2 human interferon produced from *Escherichia coli* by recombinant DNA techniques. Eight out of 22 volunteers given placebo developed colds but none out of 19 given interferon.

Although these two studies provide persuasive evidence that under experimental conditions at least two types of rhinovirus respond to prophylactic treatment with human interferon alpha, the benefits in everyday medical practice are highly questionable, the *Lancet* says. The commercial cost of the interferon used in the trials must be considerable and the prospect that interferon will ever be in the aspirin price-range seems remote.

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Sheffield payment delays defended

Hospital pharmacists in Sheffield are continuing with their campaign to delay payments for drugs.

The Sheffield and district group of the Guild of Hospital Pharmacists have decided that signing invoices should be delayed for one week throughout the NHS pay dispute, however long this might be. Replying to criticism of the action by the National Association of Pharmaceutical

Distributors and the Association of the British Pharmaceutical Industry, Mr Paul Deasy, secretary of the Guild group, said he did not think that the action would hurt wholesalers or manufacturers. Hospitals received discounts for rapid payments so the action was directed against the hospital.

Mr Deasy explained that the idea was to affect the hospital administration rather than hitting patients. His Guild group had looked for ways of doing this and had come up with this campaign. They had discussed not collecting prescription charges but this was

considered too impractical as most of the charges were not actually collected by pharmacists.

No separate estimates are available for the number of hospital pharmacists who took part in the five days of industrial action last week, but the response from ASTMS members generally was said to be very good. The TUC Health Services Committee has told local co-ordinating committees to keep up the pressure with a rolling programme of disruption.

An opinion poll published in the *Sun* this week revealed that 80 per cent of those polled thought nurses should be paid more than the 7.5 per cent increase offered, while two-thirds said other NHS staff should also get more than the 6 per cent offered. The Government's handling of the dispute was condemned by 71 per cent. The result of the Royal College of Nursing ballot on their offer should be announced on August 26.

Favourable response to computer scripts

A proposal for the wider adoption of computer-written prescriptions, which have been on trial in Glasgow, has been accepted by the Scottish Department of the Pharmaceutical Society.

The suggestion came in a letter from the Scottish Home and Health Department which was circulated at the June meeting of the Executive. Pharmacists who have received the prescriptions commented favourably on their correctness and legibility. The Health Department had also agreed to the Executive's proposal that in the Drug Testing Scheme, where no adverse report was indicated, the present analysts' certificate and letter of notification to the Boards should be combined in a single computer print-out.

The executive noted the joint committee on health centres had not met for many years and that the provision of pharmaceutical services in health centres no longer appeared to present major problems. The secretary was therefore asked to inquire of the Pharmaceutical General Council whether its members wished the committee to be continued.

Correction

The weekday opening hours of pharmacies in Denmark are 8.30am to 5.30pm — not 4.30pm as printed in last week's article by Mr W.A.G. Kneale (p282).

Diarrhoea goes fast with COLLIS BROWNE'S MIXTURE



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BOTTLE — MAY BE TAKEN ALONE OR WITH A LITTLE WATER
Keep out of the reach of children
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They call it 'Savlon' Dry.

It sprays an antiseptic film over the wound without stinging or staining.

Kills germs on the inside and stops them getting in from the outside.

All in a matter of seconds.

In fact it's so much faster than its nearest rival, the sticking plaster, they've made an advertisement saying so.

It is appearing throughout the peak-buying summer months.

80% of housewives will see it in their magazines an average of five times each.


So order stacks of 'Savlon' Dry.

Put them prominently on your shelves in the free display cases.

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FASTER THAN A PLASTER.

Care Laboratories Ltd., Amersham, Bucks. A subsidiary company of Imperial Chemical Industries PLC. 'Savlon' is a trade mark. 

Boost for pharmacies as the ideal outlet?

Early this year Boots started selling aids for the handicapped in their larger branches, a move that could have important implications for independents in that it establishes the pharmacy as a suitable outlet for such items. *C&D* asked how the venture is progressing and compared notes with some independents who have diversified in this way.

Sales of Boots' "Aids to personal independence" have been encouraging and well up to expectations. "A great deal of interest has been shown in our range, with much favourable comment," a spokesman said.

Boots saw the range as a natural and logical extension of their "chemist" business. Although relevant to disabled people, the equipment is intended mainly for the handicapped and the infirm. Branches had noticed an increasing local demand for items which would help the less able-bodied to carry out everyday tasks and remain independent of others. Among the products offered are wheelchairs and walking aids, feeding utensils, and items for use in bathroom and bedroom such as bath seats and bed rests. Branches chosen to stock the whole range were those with enough space to devote to a full display, although account was taken of areas having a high proportion of elderly people.

Items selected by Boots to help the less able-bodied help themselves

At present about 45 branches stock the complete range and there are plans to extend distribution to more branches this year. All Boots' pharmacies keep copies of an illustrated catalogue and can order the items shown within 7-10 working days; managers who experience a regular local demand for certain items may decide to keep a small stock of them.

Previously customers have been able to obtain many of the aids only through mail order with the inevitable delays and without being able to examine the goods before buying.

Sales are under the control of the pharmacist and training courses have been organised for senior chemist staff. When asked if they believed pharmacists were qualified to sell wheelchairs, Boots replied that they had confined their selection to basic equipment more suitable for local mobility and occasional use and were not seeking to sell specialist types of wheelchair. They were guided by suppliers who had manufactured wheelchairs for over 100 years and the range was designed

to complement the role of the occupational therapist.

Boots' merchandise technical services department has vetted each product for "good value, safety, reliability and quality".

Advertising is appearing in the specialist Press, through which two mailings of the catalogue have been made, and other publications. Commercials are being broadcast on selected radio stations. There has been a "substantial amount of favourable Press comment" and Boots intend to carry out extensive public relations by appearing at relevant exhibitions throughout the country.

Scope for independents

So much for Boots, what about independent pharmacies? Are the opportunities as favourable for them? *C&D* also talked to three proprietor pharmacists who had embarked on similar ventures.

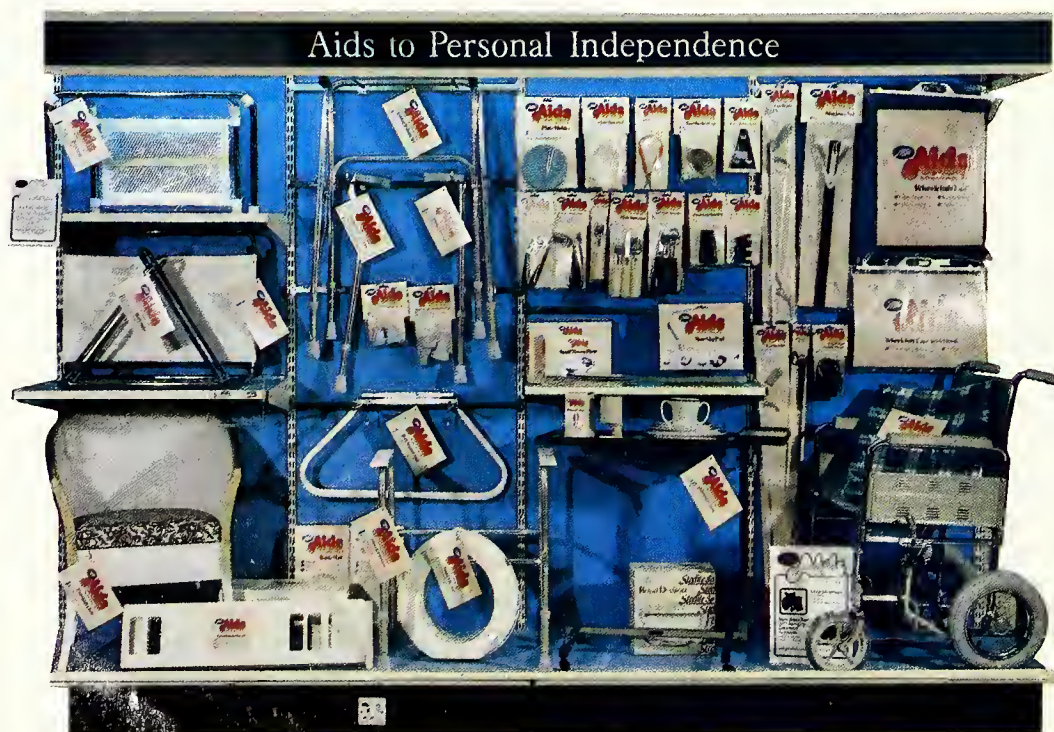
First we contacted Mr Dick Hazlehurst who set up a special section in the family business of E & M Hazlehurst Ltd, Bradford, and whom we interviewed for our last "Aids for the handicapped" feature (*C&D*, February 7, 1976).

The service is still flourishing, but in a small way. He has not developed the business greatly over the past seven years as he never felt it would contribute significantly to the pharmacy's overall profits. "It's value lies more in the unquantifiable boost that I believe it gives to our professional image," he says.

He stocks a range of walking aids, bedroom, bathroom and feeding equipment, and hires wheelchairs for £5 a week plus £20 deposit. Occasionally a wheelchair does not come back, but he keeps the deposit and takes the view that the chair — which is already secondhand — has probably earned a fair amount of its cost by them. He hires from Fridays to Thursdays to avoid any dispute over what constitutes "a week" and he finds that this system works smoothly, particularly when planning advance bookings.

Profit on some items is low, with some manufacturers allowing only 10-15 per cent discount off retail prices. They frequently add carriage, but usually Mr Hazlehurst is able to recover carriage costs in the amount he charges the customer. He welcomes Carters' system of publishing carriage-inclusive prices in their catalogue, a system which avoids complaints from customers if they find dealers charge more than the basic price.

Incontinence aids are items he feels pharmacies ought to stock, although he has not yet noticed a tremendous demand, even when the products are prominently displayed.



Another reason Mr Hazlehurst has not expanded the business actively is lack of time. Much potential custom can come from visiting patients at home, which for pharmacists means outside normal working hours. "I could be demonstrating wheelchairs every night of the week," he says. "Although I would never refuse help, I try to persuade customers to call in at the pharmacy if at all possible."

A final reason for being cautious is that a company specialising in selling aids for the handicapped has opened some 10 miles away in Leeds and carries a comprehensive stock. Mr Hazlehurst still believes what he said seven years ago, that the total business available in this field is small and there is only scope for one outlet in an area to specialise, although he has no regrets he took the plunge himself.

Last year *C&D* interviewed Mr Alan Poole who was planning to open an aids for the disabled shop next door to his pharmacy in Oxtun, Birkenhead. (*C&D*, August 15, 1981, p275.) The shop was never opened because a couple of doctors took it over as a surgery, but Mr Poole still intends to sell a selection of aids in his pharmacy. Incontinence items are popular and he is introducing other products as he assesses the local need, although he has found that starting such a business is far more complex than it first appeared.

It is a limited market that may already be covered adequately by the social services or by private dealers. In this respect he believes there may be more scope in the north or in rural areas than in the south of England, but any pharmacy near to a large Boots stocking the Aids to personal independence range should regard it as a "non-starter". There is also the problem of obtaining reasonable mark-ups from manufacturers.

The services pharmacists can offer disabled people are endless, he believes, and the extent to which they become involved depends on how much money and effort they are prepared to commit to something that may not be as profitable as diversification into some other area. He is exploring the hire of equipment to private nursing homes but visiting customers is time-consuming, requiring several hours out of the pharmacy.



Could this be taking our service a little too far?

He concludes: "Large scale specialisation seems to require a lot of time and effort and a tremendous capital outlay, but it could act as a loss leader for the pharmacy as a whole — for anyone prepared to put £1-2,000 behind a loss leader, that is."

Mr D. W. Johnson, a proprietor pharmacist in Wigan, has been selling aids for the handicapped for three years and is "very pleased" with the results. He decided to diversify because he was interested in helping disabled people, he had a fairly large pharmacy with space to develop, it was in an area with a considerable elderly population and there were no other suppliers nearby.

He hires wheelchairs at £5 a week, a charge based roughly on covering the cost of the item in 10 weeks. Usually he hires to private individuals, although hospitals and social services departments occasionally ask if he can help with someone they know who needs a chair. "The service is very much in demand, especially if the sun is shining or the Pope is coming!" he says. He keeps half a dozen for hire and also hires crutches.

Mr Johnson offers a repair service and finds he has no difficulty obtaining spare parts from Carters, his main supplier. "We once had a customer whose wheelchair fell off a coach and a lorry ran over it but we still managed to mend it."

In spite of potential disasters such as

this, he does not insure the wheelchairs he hires, mainly because he has been unable to find insurance companies who offer reasonable premiums. "But so far nothing has been lost or seriously damaged," he adds.

His main problems are with mark-up on the items he sells. "I recently had to pay £6 carriage on two carrying chairs from a company which gives only 10 per cent discount on retail prices, so I had to charge the customer more than the catalogue price," he explains, adding that he continues to use the company only because it offers many useful items.

Mr Johnson's nearest Boots branch has a poster publicising their Aids range but so far he has not noticed any effect on his sales: "No one has come in comparing prices." He publicises his service with a regular small classified advertisement in the local paper and "Yellow Pages".

"I get great satisfaction from helping people in this way but I would agree that there is not enough business for several pharmacies in the same area to supply these items," he concludes.

So it seems that, for the pharmacist in the right area, diversification into aids for the handicapped can bring many rewards in terms of personal satisfaction and creating a "professional" image, but by no means should it be regarded an easy road to riches. ■

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Some general advice on selling wheelchairs

by Brian D.C. Holden, sales director, Carters (J&A) Ltd

In the UK the first line of supply of wheelchairs is the network of Artificial Limb and Appliance Centres (ALAC) which covers the country. At these centres patients are assessed for their requirements and the chairs are allocated directly.

The majority of these chairs are specially made under DHSS contract to DHSS designs and standards. They differ in many respects from the chairs made under manufacturer's own brand names, but the most obvious difference is that the DHSS chairs are painted — usually grey — while the "private" chairs are chromium-plated. At first consideration this may appear to be a small matter of aesthetics and the debate should concentrate on the more important design and construction differences. But, no — try to see it from the patient's viewpoint.

Newly disabled, the patient emerges

from a long period of hospitalisation and is then processed through the ALAC service and finally issued with his new DHSS wheelchair. He has had to make an enormous psychological adjustment to his new condition as a disabled person. He next makes contact with a local group of disabled people and turns up for his first meeting in his new DHSS chair. He then finds that many people in the club are sitting in stylish chromium-plated wheelchairs.

This does little to help his fledgling post-trauma self-confidence and so he determines to obtain a "private" chromium-plated chair.

Although the situation described is fictional, it could explain why there is a growing market for the sale of wheelchairs in a country which provides them directly and free of charge.

So you have decided to add

wheelchairs to the range of products supplied in your pharmacy, you have sent away for the various manufacturers' brochures and are now utterly bewildered by the plethora of chairs you have encountered.

Don't lose your courage at this stage — the provision of wheelchairs can be as complicated or as straightforward as you wish to make it.

Start by recognising that the extensive product ranges of the manufacturers are there in an effort to satisfy, as near as possible, all requirements. It is doubtful that you will be able to satisfy all these as they are much too diverse. However, you can with confidence aim to satisfy 80-85 per cent by selecting about three models.

There are many ways of classifying wheelchairs but for the purpose of your first venture let us keep it to four types.

"Basic" wheelchair A folding wheelchair, with large wheels at the rear, which is propelled by the patient. It has fixed armrests and non-detachable footrests.

"Basic" pushchair A folding pushchair or car transit chair with 12in wheels at the rear, designed to be pushed by an attendant. It has fixed armrests and non-detachable footrests.

"De luxe" wheelchair A folding wheelchair with large wheels at the rear and detachable armrests. The armrests permit close approach to a desk or table and can be detached to enable the patient to "side transfer" from or to a chair or bed. This chair also has detachable, swing aside footrests which assist in allowing the wheelchair to be manoeuvred in confined spaces such as lifts. The fact that both the armrests and the footrests are detachable means that it is easier to place the chair in the boot of a car when required.

Powered wheelchair A highly specialised field and it is strongly recommended that, in the early stages of your involvement with wheelchairs, you avoid this area completely.

Wheelchair model 8AU25-46-770 suitable for use outdoors and transportable by car



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With the three wheelchairs recommended above you will be in a position to satisfy about 80-85 per cent of the wheelchair requirements that you are likely to meet. However there are some additional requirements which you would do well not to overlook such as wheelchair accessories — cushions, waterproof capes, wheelchair muffs, crutch/walking stick holders, and so on.

Consider that, to get to your pharmacy, the patient has probably had a difficult journey. He will therefore thank you if you draw his attention to the range of accessories while he is there, to save him another journey at a later date.

At this stage, you are carrying a limited stock of wheelchairs and accessories and probably meeting additional requirements by ordering from the manufacturer's catalogue. You can learn a lot from the manufacturer's representatives — certainly the Carters representative is always ready with helpful advice and guidance.

Some wheelchair stockists find that their strength as a supplier is enhanced if they go out of their way to cultivate the local paramedicals involved in the "prescription" of wheelchairs — occupational therapists and physiotherapists. Such connections can be developed over a cheese and wine "open evening." Once confidence is established, the paramedicals will welcome the fact that there is a local supplier to whom they can send their patients.

In the preceding paragraph the expression "prescription" of wheelchairs is used for the first time in this article. As far as Carters' wheelchairs are concerned, this is a fairly straightforward concept. Features of the chair are summarised under seven different headings as follows: Castor size, chair size, frame type, armrest style, backrest style, special design features, and foot support.

Each of these headings is further subdivided using a code system which indicates the different features available, for example, there are eight possible chair sizes, 14 frame types, and so on. Discussion with the patient might reveal that the chair is required by an adult who wishes to propel it himself; use it outdoors and frequently transport it in the boot of a car. The fact that it is used outdoors means that an 8in castor is required — thus "8" is the first code used in the prescription. As it is required by an adult, "A" becomes the second code in the prescription.

No special frame requirements are given so "U" for universal frame is next. He is frequently going to place the chair in the boot of a car so detachable armrests are a good idea ("25") and a folding back is useful in this context ("46"). Also useful when putting the chair in the car boot would be detachable footrests ("770"). So from the few facts given it has been possible to prescribe an appropriate chair with the code 8AU25-46-770 (see illustration).

Value added tax

Most of your wheelchair sales will be zero-rated for VAT purposes. You will probably hear all sorts of claims concerning VAT but the facts are that wheelchairs may be zero-rated when supplied in certain defined situations as follows:

Private sales Wheelchairs may be zero-rated when supplied direct to a chronically sick or disabled person "for domestic or personal use." This includes purchases made on behalf of disabled people by their relatives. The disabled person must furnish a completed certificate which does not have to be signed by a registered medical practitioner, indeed, it is entirely self-certificated.

Sales to charities for private individuals Same as for above except that a different certificate is completed. Examples of these certificates are available from Carters.

It is hoped that after reading this article your enthusiasm to be a wheelchair stockist is aroused. However, just reading this article is not sufficient to provide all the necessary expertise. The Carters representative will be pleased to explain and demonstrate in greater depth so that your entry into this field is based on the soundest of all foundations — knowledge. ■

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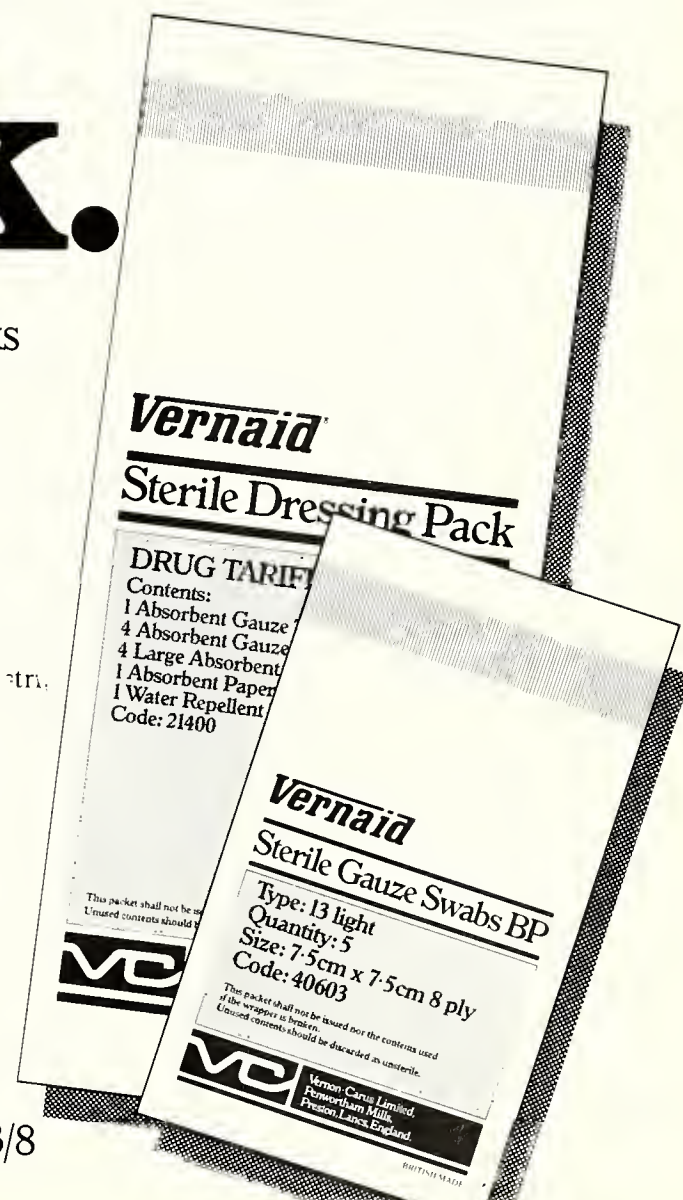
Now, with improved, more distinctive packs, we are set to further enhance our reputation for excellence of quality and reliability.

Packs are available at all wholesale chemists and conform fully with the exacting standards laid down by the British Pharmacopoeia and the Department of Health and Social Security.

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Vernon-Carus Limited, Penwortham Mills, Preston, Lancs. Tel: 0772-744493/8



Some sources of supply

Bayer UK Ltd have designed Mullipel fleece to protect immobile people against pressure sores. Made of Deetex, a stain-resistant polyester fibre, the fleece can be washed and bleached and is guaranteed 12 months. The fleece is available on mail order but pharmacists supplying customers will be invoiced at trade prices through wholesalers (sacral size bed fleece £11, full length £20.60, tartan seat pad £4.95, chair cover £9.60) and will be informed of the suggested retail (ie mail order) prices. *Haywards Heath, West Sussex RH16 1TP.*

Carters (J&A) Ltd. Items supplied include wheelchairs, walking aids, bathroom aids, bed cradles, hoists, commodes and toilet aids, safety rails, eating utensils, long-handled shoe horn, stocking aid and reachers. Pharmacists are charged the mail order catalogue price unless they are special dealers in which case they receive 30 per cent discount and agree to hold £250 worth of stocks; minimum order is £20. *Alfred Street, Westbury, Wilts BA13 3DZ.*

Days Medical Aids Ltd say their most popular items sold through pharmacies are walking aids, wheelchairs, and bath and toilet aids. Also available are cutlery, shoe horns, safety razor, toothbrush, comb holder with comb, "helping hands", and bed aids. Prices subject to 25 per cent trade discount and in some cases 10 per cent, carriage charged extra at cost. *Litchard Industrial Estate, Bridgend, Mid-Glamorgan.*

William Freeman & Co Ltd have a range of home nursing products including bed pans, urinals, invalid drinking and feeding equipment, and Suba-seal air rings. Sure Tread bath mats reduce the hazards of slippery floors; they have a non-slip surface while the underside is covered with tiny suction pads. Also available is the Suba-grip shower mat and the foam cushion mat to stand on, once out of the bath. A brochure and price list are obtainable using the 24-hour order facility on 0226-84085. *Suba-seal Works, Staincross, Barnsley, S. Yorks.*

Homecraft Supplies (Fleet Street) Ltd suggest three items of particular interest to pharmacists — a plug light which uses little power and can be left switched on permanently as a "night light"; an alarm torch for the elderly living alone; and the Easireach range of reachers. Also

available are kitchen, bathroom and toilet aids, and gardening equipment. The company supplies a wholesale price list and a mail order list which gives a guide to retail prices; a charge of about half cost is made for the illustrated colour catalogues. The company calculates that the retailer's margin can be between 35-55 per cent if he buys three of any article and takes advantage of the discounts available. Carriage at cost is charged on all orders. *27 Trinity Road, London SW17 7SF. Homecraft plug light*



Kraft Productions have designed a new 157 commode chair which allows the patient to rise easily from it instead of being lifted. Its extra large polypropylene chamber with lid and handle can be removed from the chair without removing the padded seat. The comfort seat, in white gloss for easy cleaning, rests separately from the chamber. Colours available are oak, teak and mahogany, with flame retardant vinyls or tapestry seats. The price (£36 plus VAT) includes carriage and there are no minimum order surcharges. A higher version with 3in added to the legs (model 153) is available. *Kraft Works, Cornboro Place, Bridgwater, Somerset TA6 5ED.*

F. Llewellyn & Co Ltd market a wide range of items including bath seats, hand rails, toilet aids, dressing and household aids, kitchen equipment, cutlery, plate / food guards, walking aids and wheelchairs. The company claims to despatch most items within a week of receiving the order. A catalogue and price list is available for £1 to cover sub-printing and postage. The company will supply pharmacies with any aids at the prices shown in the catalogue and says that "retail outlets are free to set their own retail prices". Minimum order value is £5 and all prices are subject to carriage unless specifically quoted in writing. *Carlton Works, Carlton Street, Liverpool L3 7ED.*

Macarthy's Surgical Ltd market a range of incontinence aids including the Macrodom incontinence sheath. Although not major stockholders of aids for the handicapped they can supply wheelchairs and walking aids. *Selinas Lane, Dagenham, Essex RM8 1QD.*

Remploy Ltd can supply walking aids, splints, bath seats, rails and bed cradles among other items. Most carry a trade discount of 15 per cent. Carriage is extra. *415 Edgware Road, Cricklewood, London NW2 6LR.*

Seton offer the Urisac range of urine drainage and incontinence products, and a range of anti-decubitus aids. Recent additions to the latter are the fleecy boot, fleecy cuff and fleecy seat, made in contoured shapes designed to protect areas of the body most at risk from pressure sores. *Seton Group, Tubiton House, Oldham OL1 3HS.*

Thames Valley Medical Ltd can supply bed and bath aids and tableware, pressure reducing aids, walking aids and wheelchairs. They offer free handbooks on incontinence and ostomy products, the former giving general advice on incontinence problems. Minimum order is £2.50 and carriage is free on orders over £250. *Chatham Street, Reading, Berks. Seton fleecy boot*



Growing market for incontinence aids

Robinsons of Chesterfield estimate that about 2,850,000 people in the UK are known to suffer from incontinence and that up to 11 million may experience incontinence without admitting or perhaps even recognising the fact.

Potentially, the market for incontinence garments is bigger than the nappy market, especially as nappies are only worn for 2-2½ years. The company believes the market is expanding due to longer life expectancy, greater awareness of the problem and higher living standards that will mean increased social intolerance of the unpleasant symptoms.

Two recent introductions to the incontinence range are insert pads and ventilated pants. The pads have a quilted lining which disperses urine to reduce soreness, irritation and odour, and a waterproof backing to prevent leakage. The pants are made from a washable polyester stretch material and look like normal underwear. A free leaflet about incontinence products and the problem of

incontinence will be available for pharmacists to give customers.

International Disposables Corporation (UK) Ltd advertise their Urocare system of unisex garments and pads in "old age" magazines and publications directed towards those who care for the elderly. There are no plans at present to repeat a television campaign tried last year because, according to a spokesman, there was not a great deal of response as the advertisement was screened late in the evening with only a few spots. But as far as he was aware, there were no complaints from the public about such a sensitive topic being advertised on television.

Undercover Products (International) Ltd recently introduced the Hygicare service which enables pharmacists to obtain any of their incontinence products within 24 hours (*C&D*, June 26, p1154). Leaflets for counter display detail the products available and include a confidential order form for the customer to return to the pharmacist.

Smith & Nephew Medical Ltd report that the growth of Dande-liners during its first year on the market suggests an optimistic future; the product is proving to be an ideal insert for the 1.6 million or so women who suffer from light and stress incontinence.

The Kylie absorbent bed sheet, from Nicholas Laboratories Ltd, is a washable, re-usable aid to the management of urinary (but not faecal) incontinence. It has a rayon "soaker" layer made from

absorbent fibres, and a yellow brushed nylon "drier" layer quilted on its top surface. Cotton flaps are attached for tucking under the mattress and the Kylie is placed on a conventional waterproof underlay with the yellow drier layer uppermost. Urine passes through the water-repellant brushed nylon to be dispersed into the rayon layer.

Kabi Vitrum Ltd have devised an audio-visual programme, "Home and dry — toileting regimens," a teaching aid directed mainly towards nurses but available on loan to pharmacy meetings. The company also produces booklets for health professionals, advising on the management of incontinence.

Kraft commode chair 157



Advice centres

The Disabled Living Foundation, 346 Kensington High Street, London W14 8NS, has a display of aids for the handicapped where items of all kinds may be demonstrated or tried out. Aids are not on sale but leaflets on sources of supply and costs are available. Another service is to supply information on many aspects of daily life to disabled people and all concerned with their care. A professional service on the care and non-medical treatment of incontinence is run by an incontinence adviser.

Other aids centres can be found in Belfast, Birmingham, Caerphilly, Edinburgh, Leeds, Leicester, Liverpool, Newcastle upon Tyne, Sheffield, Southampton, Stockport and Wakefield. Further details may be obtained from Mrs A. Crumbie, secretary, Joint Aid Centres Committee, Aids Centre, Medical Aids Department, British Red Cross Society, 76 Carendon Park Road, Leicester.

Some centres, for example, Newcastle upon Tyne Council for the Disabled, run a continence clinic. Last September a national Association of Continence Advisers was inaugurated as a special interest group of nurses and other professionals concerned with the care of incontinent patients. Details are available from the secretary, Mrs C. Norton, c/o Disabled Living Foundation.

BOOKS

Index Nominum 1982

Swiss Pharmaceutical Society, Binzmühlestrasse 40, CH-8050 Zürich, Switzerland. 8¼ × 11¾ in viii + 1006. SwF200.

This 11th edition has monographs on some 4,000 compounds of which approximately 120 are new, with about 30,000 references. The introduction is in French, German and English, but all the French technical entries are readily followed in "international" scientific language.

The Index is prepared by the laboratory of the Swiss Pharmaceutical Society, and is now compiled directly from its data base, allowing more up-to-date editions. The text provides an alphabetical list of generic and trade names of internationally available drug products containing one active substance. Information is given on International Nonproprietary Names (INN) and other generic names, trade names and manufacturers, chemical names and structures, listing of pharmacopoeial monographs on each drug and main therapeutic use.

Apart from the usual updating on an international scale, in the present edition

the market in Turkey, Yugoslavia and the DDR, have been specifically considered. Similar systematic updating was carried out in previous editions for Spanish and Italian specialities.

Harry's Cosmeticology

Edited by J.B. Wilkinson and R.J. Moore. George Goodwin, Longman Group Ltd, Longman House, Burnt Mill, Harlow, Essex CM20 2JE. 6½ × 9½ in Pp xv + 934. £48.

Nine years have elapsed since the last edition of this authoritative and most valuable reference book. In that time the world of cosmetics and toiletries has advanced considerably and the text has therefore been extensively revised by an impressive team of authors drawn from the cosmetics and packaging industries, and from the academic world.

The contents have been re-arranged into five sections — skin products, nail products, hair products, dental products, and ingredients and manufacture. Each section is sub-divided into individual product types such as skin creams, protective creams, bath preparations, skin products for babies, etc, and the new arrangement brings together areas previously covered throughout the book. This is logical because the sections start with fairly detailed notes on the physiologies of the systems concerned.

Within each product group there is usually a further introduction to the

physiological principles upon which products are based, and throughout there is full recognition of the pros and cons of particular approaches. The text is liberally supplied with example formulations — though of course the days are gone when the retail pharmacist could think about "knocking-up" many of these in the back shop. Today nearly every formulation includes one or more ingredient designed to give a "marketing" benefit required by the consumer — and such ingredients are usually the subject of patent and available only in manufacturing quantities.

Nevertheless, if the price of the book does not put the pharmacist off, "Harry" covers an area of the merchandise range on which he is expected to be an expert, but about which he is unlikely to have received in-depth formal education. No book could be better recommended to fill that gap.

■ Nielsen Marketing Research have now made available their 1982 Market Information Manual. The publication gives annual market values for over 250 product categories sold in pharmacies, drug stores, grocers, off-licences and confectioners — the data being broken down by shop type and Nielsen region. Information on personal income and expenditure, prices and population figures is also provided, as is advertising data for each product category and shop type. Sales Office, A.C. Nielsen Co Ltd, Nielsen House, Headington, Oxford.

MPs getting rural pharmacy wrong

Misconception

“Family Practitioner Committees can therefore arrange for doctors who wish to do so to dispense for patients who wish them to do so providing the patients either live in a rural area over a mile from the nearest pharmacy or qualify under the ‘serious difficulty’ rule.

“Over the years, however, this issue has given rise to factors between the medical and pharmaceutical profession. In 1975 therefore the two professions set up a joint committee, under the chairmanship of Mr (now Sir) Cecil Clothier QC, to look into the issues involved. That committee reported in 1977 and we hope shortly to be able, with the agreement of the two professions, to implement its main recommendation for an independent statutory body to regulate significant rural dispensing arrangements.” . . . signed Lord Trefgarne.

Since the inception of the RPA, the rural dispensing problem has been brought continually to the attention of our own profession and to those people ignorant of the facts in government and governmental departments, and it is good to see that the NPA has now resurrected its own committee to put the rural pharmacy dilemma in the forefront of its activities.

It is time that the PSNC and the PSGB were given strong evidence of what rural pharmacists are expecting our negotiators to do on our behalf. The “convenience of the patient” theory, tripped out so glibly by all and sundry from the DHSS, has long since been buried by the far more appetising menu of subsidised and unaccountable return on dispensing.

John Davies
Secretary, Rural Pharmacists' Association,
Wiveliscombe, Somerset.

Unichem policy

pharmacy, which is now supplied by Unichem.

He states that an ex-manager of his business "having opened up a pharmacy within 50 yards of our own branch, has been accepted into Unichem membership." I must point out that the manager in question left Mr Richardson's employment in 1976 and went to work 30 miles away for quite some time before returning to Northampton.

Secondly, I have not “opened-up”: about five years ago I transferred my business to an existing Boots shop in premises which have been a pharmacy for over 60 years.

My company has been dealing with Unichem ever since I started in business in 1976 and we have been using Prosper and Pride for a long time. In my experience they have always been a company of high ethical and moral standing who have served the independent chemist well over the years.

J.S. Sehmi
Northampton.

Professions in EEC

An Order coming into effect on August 30 makes further provision for mutual recognition in the EEC of the qualifications of doctors, nurses, dentists and veterinary surgeons.

Don't you think her skin deserves a little protection?

One antiseptic healing cream gives mothers and families all the protection they need. It's Sudocrem. Specially made to soothe sore skin. Recommend it for dermatitis, eczema and general skin problems, knowing that many doctors and health visitors do the same. Display it, knowing it leads to high demand — and even higher profits. Make sure you keep Sudocrem in stock. To give your customers the protection they deserve.

SOOTHES SORE SKIN

Distributors for Great Britain
David Anthony Pharmaceuticals Limited
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BUSINESS NEWS

Smith & Nephew up 15pc in first half

Smith & Nephew Associated Companies have increased profit for the half year to June 19 by 15 per cent, with the pre-tax figure reaching £14.987m from the £13.032m recorded for the equivalent period in 1981.

First-half turnover was up 16.5 per cent at £131.917m (£113.278m), and operating profits reached £15.765m, a rise of 19.5 per cent on the previous year's £13.195m. The associated companies' contribution declined slightly at £2.119m (£2.634m). Tax took £4.85m and minority

interests £6,000, leaving profit attributable to shareholders at £10.131m, compared with the previous year's £8.782m, an increase of 15.4 per cent.

□ Smith & Nephew's Hull manufacturing plant is to receive a visit from the Duke of Kent at the end of September. The Duke is visiting the city in his capacity as vice chairman of the British Overseas Trade Board in order to honour Hull companies who have achieved an outstanding record of export sales. Smith & Nephew, the city's second largest employer, export some 30 per cent of their range of surgical dressings, toiletries and first-aid products. His Royal Highness will tour the factory and the new export and marketing block.

Albright & Wilson find trading 'flat'

Albright & Wilson Ltd suffered from flat trading conditions in the first half of 1982, with pre-tax profits in the six months to June 28 down £0.677m at £6.112m. Turnover was however up at £258.025m, as against £237.951m for the equivalent period last year. This improvement in sales is attributed to better volume and margins for UK exports — home sales volumes being lower.

Trading profit was up £94,000 at £13.203m, but increased interest charges resulted in the lower pre-tax figure. Extraordinary items amounted to a loss of £8.389m, compared to the previous year's profit of £7.335m. This deficit arose largely as a result of the disposal of the Bush Boake Allen flavour and fragrance division (C&D, May 8, p885).

Chemicals spending holds its own

The latest report from the National Economic Development Office — which gives a review of investment intentions in the process industries — takes a pessimistic view, suggesting that future spending plans from companies in the sector have suffered significant setbacks in the past year.

Of the six industries covered in the report — chemicals, petroleum refining and distribution, oil and gas production, gas supply, electricity generation and steel — the chemical industry is alone in that its actual investment last year exceeded that originally predicted. Spending here for the year was 8 per cent higher at £1,200m. Predicted investment levels for the chemicals sector are less optimistic, however, with the £1,316m predicted for

this year seen as declining to £1,308m next year and £1,234m in 1984.

Total spending for 1981 across the six industries, was £5,500m. Total capital spending for the period 1982-84 is predicted as reaching £16,300m, of which £5,700m is expected to be spent on process plant. An increase in total investment of under 4 per cent is expected in 1982, with spending expected to fall by 8 per cent and 3 per cent respectively in the two succeeding years. Forecasts for total spending in 1982-83 show a 7.5 per cent reduction on last year's predictions.

Process Industries Investment Forecasts, £10, NEDO Books, London.

Briefly...

■ **Medo Chemicals Ltd.** Orders should be addressed to the new warehouse at Unit 3, Jacksons Industrial Park, Wessex Road, Bourne End, Bucks SL8 5DT (tel Bourne End 29663).

■ **Dow Chemical Co and American Hospital Supply Corporation** have finalised an agreement allowing American to acquire Dow's Californian subsidiary Bio-science Enterprises for approximately \$120m. Bio-science develops and provides clinical reference-laboratory testing services to hospitals, doctors and commercial laboratories. The transaction is expected to be completed by the end of the year.

□ The VAT (General) (Amendment) Regulations 1982 (SI 1982 No 1088, HMSO £0.35) contain the particulars to be included in a credit note which is issued to correct the amount of VAT chargeable on a supply if there has been a change in rate or coverage of the tax and if the supplier has elected to disregard the time of supply shown on a tax invoice already issued by him. The Regulations come into effect on August 30.

Mr Michael Munro, MPS, export director of Crown Chemical Co is pictured here with part of the £10,000 worth of animal medicine products which the company is presenting as a gift to the farmers of the Falkland Islands. The 1½-tonne consignment, which includes antibiotics, antiseptic preparations, hygiene products and disinfectants, was selected by the Falkland's veterinary officer, Stephen Whitley



Retail sales...

The Department of Industry retail sales index showed a rise of 10 per cent to 172 in June (1978 = 100) for dispensing chemists (NHS receipts are excluded). This compares with a 6 per cent rise to 145 for all businesses.

...& retail prices

The Department of Employment retail prices index for all items reached 323 in July (January 1974 = 100). This figure is virtually unchanged on June (322.9), and represents an 8.7 per cent increase on July 1981 (291.1).

■ **L. Landaw & Co Ltd** have transferred their head office functions to Second Floor, Unit 5, Marlborough Industrial Estate, 25 Lattimore Road, St Albans, Herts AL1 3XL (tel St Albans 34441). This will now become their combined offices, showroom and distribution centre. The same change applies to LPB Import Distributors.

■ **Smith & Nephew** have announced the first three winning nurses in their Melolin 82 travel scholarship competition. Speaking at the recent awards ceremony in London, Mr Peter Watson — a senior director in the company's healthcare division — announced that Elaine Davies, Rosemary Hawes and Marion Piggott all intended to use their prizes to finance study visits to the USA.

Three more winners have yet to be selected from entry forms received before the final closing date of September 30. All practising nurses working in the UK are eligible for entry. The awards have a maximum value of £1,000 each and are designed to provide the winners with the opportunity to study "any aspect of their profession in the country of their choice."

More Business News overleaf

■ **Pharmax Ltd:** Richard Hart is appointed to the newly-created post of OTC business manager. He joins from Bayer where he worked as senior product manager.

■ **Schwarzkopf Ltd:** Margaret Cole has been appointed group product manager for Foster Grant. Ms Cole whose previous experience includes Maybelline, the London Rubber Company and three years as brand manager of Cutex and Ponds at Chesebrough-Ponds, is based at Schwarzkopf's head office in Aylesbury and has full responsibility for the launch of the 1983 Foster Grant range.

■ **Farley Health Products Ltd:** Mr Ian Jenkins is appointed group product manager health care, in the marketing department, where he will be responsible for home medicines and specialist foods. Mr Adrian Roche becomes product manager for Farley's rusks, Osterusks and Farex fingers. He was previously product manager for Liga rusks at Cow & Gate.

■ **Braun AG:** Mr Howard J. Atkins has been appointed group general manager, controlling the company's operations in the UK, Canada, France and the USA. Additionally, he takes on the newly-created post of chairman at Braun Electric (UK) Ltd. Mr Atkins joined Braun UK as sales director in January 1979, having previously spent five years with parent company Gillette. He is succeeded as managing director of Braun Electric (UK) Ltd by Mr Robert L. Wagar, who has held a number of executive posts with Braun over the past 12 years.

■ **Merrell Pharmaceuticals Ltd:** Dr Harry Masheter and Dr Terry Eaves, MPS, are appointed to the board. Dr Masheter, Merrell's medical director joined the company as director in March 1974. He entered industry in 1961 as deputy medical director for Parke-Davis at Hounslow, going on to spend six years as medical director with Janssen prior to joining Merrell. Dr Eaves — who becomes director of the company's new UK pharmaceutical research and development laboratories at Egham in Surrey — graduated with a BSc in pharmacy from Leeds University in 1967, completing his pre-registration training with Fisons Pharmaceuticals in Loughborough. In 1968 he became a member of the PSGB, taking his PhD in pharmaceutical technology at the school of pharmacy, Nottingham University. Dr Eaves joined Sandoz in 1971 where he spent three years as a research and development pharmacist in Switzerland and Leeds. Two years ago he was elected chairman of the industrial group of the PSGB, and last year he was appointed a member of the pharmacy board of the Council for National Academic Awards.

Sorbitol dearer

London, August 17: Sorbitol powder has risen by £100 metric ton and the syrup by £35-£40 according to grade.

Among botanicals Canada balsam remains very scarce and dear at origin. There was a turn around in the supply position of both sarsaparilla and senega during the week; after being offered at much lower rates in the previous week both items were unquoted. On the other hand a parcel of liquorice root was offered on the spot at well below replacement value. Dearer were cardamoms, cochon ginger, Chinese menthol and some aromatic seeds. Lower were benzoin, turmeric, chilli powder and pepper.

In essential oils sandalwood maintained its firm tone. Dearer were cedarwood, Ceylon citronella, East Indian nutmeg, petitgrain and Chinese peppermint, but Brazilian peppermint was lower for the first time for many weeks.

Pharmaceutical chemicals

Acetone: £480 metric ton for 30-drum lots.
Adrenaline: (per g) 1 kg lots base £0.35; acid tartrate £0.30.
Aluminium hydroxide: BP dried gel £1.70 kg in 200 kg lots.
Calcium ascorbate: £7.38 kg in 25-kg pack.
Calcium carbonate: Precipitated BP £285 metric ton delivered UK.
Calcium chloride: BP powder anhydrous 96/98% £1.53 kg in 50-kg lots; hexahydrate crystals BP 1968 £1.19.
Calcium gluconate: £2.105 per metric ton.
Calcium lactate: 100-kg lots £1.37 kg.
Calcium pantothenate: £8.25 kg in 25-kg lots.
Chloroform: BP in 180-litre drum from £1.24 per litre for one drum lots down to £0.99 for 39 drums. In 2-litre bottle £3.20 each for 175 litres; £2.50 for 7,000 litres.
Dexamethanone: (per kg) £10.89 in 5-kg lots.
Dextromethorphan: £161.70 in 5-kg lots.
Dihydrocodeine bitartrate: £535 kg in 20-kg lots. Subject to Misuse of Drugs Regulations.
Ephedrine: (Per kg), hydrochloride £12.50 in 250-kg lots.
Ergometrine maleate: £6.36 in 50-kg lots.
Ergotamine tartrate: £4.25 g in 50-kg lots.
Homatropine: Hydrobromide £145 kg; methylbromide, £138 — both in ½-kg lots.
Hydrogen peroxide: 35 per cent £348 metric ton.
Hydroquinone: 50-kg lots £3.08 kg.
Hypophosphorous acid: (Per metric ton in 50-kg lots). Pure 50% £4,547.50.
Iodides: (Per kg) Ammonium £14.50 (50-kg lots); potassium £9.35 (250 kg); sodium £12.35 (50 kg).
Iodine: Resublimed £11.20 kg in 250-kg lots; crude 99.5% £8.50 in 500-kg lots.
Isoprenaline: Hydrochloride £65 kg; sulphate £60 per g for 1-kg lots.
Kaolin: BP natural £199.30 per 1,000 kg; light £208.10 ex-works in minimum 10-ton lots.
Lactic acid: BP 88/90% £1.80 kg in 70-kg drum.
Methyl salicylate: 5-ton £1.73 kg; 1-ton £1.78.
Metol: Photo grade per kg. 50-kg lots £9.90.
Paracetamol: (Per kg) 10-ton contracts from £2.80 to £3.10; 1-ton £3.15. Premium for d/c £0.45 kg.
Paraffin liquid: BP £0.717 litre on 210 litre drums; light BPC 1963 £0.644; Technical white oil WA23 £0.632; WA21 £0.661.
Petroleum jelly: BP soft white grade 54 £526 metric ton; grade 56 £485 delivered UK in 170-kg drums; yellow BP in grade 60 £526 in 174 kg drums.
Phenylephrine hydrochloride: £89 kg in 50-kg lots; £92 in 10 kg.
Salicylic acid: 5-ton lot £1.75 kg; 1 ton £1.79.
Sodium acetate: BP crystals £0.90 kg in 50-kg.
Sodium acid phosphate: BP crystals £1.24-£1.49 kg as to source for 50-kg lots.
Sodium ascorbate: 100-kg lots £5.41 per kg.
Sodium benzoate: £0.70 kg in 500-kg lots.
Sodium bicarbonate: BP from £168.40 metric ton as to grade in minimum 10-ton lots delivered UK.
Sodium chloride: Vacuum dried in 10-ton lots delivered London 4-ply bags £52.55 metric ton.
Sodium citrate: Granular £841 metric ton; powder £866. Five-ton contracts £835 for granular — all in lined bags.
Sodium fluoride: in 50-kg lots £2.43 kg ex works.
Sodium gluconate: Technical £825 metric ton.
Sodium hydroxide: Pellets BP 1973 in 50-kg lots £0.96-£1.90 kg ex works.
Sodium nitrate: BPC Recrystallised £1.44 kg for 50-kg lots.
Sodium nitrite: BPC 1973 £1.51 for 50-kg.
Sodium perborate: (per 1,000 kg) monohydrate £723; tetrahydrate £430.

Sodium percarbonate: £567 per metric ton.
Sodium sulphate: Fine crystals BP £109 per metric ton, pea crystals £131.20; commercial £43.10 ex works.
Sodium sulphite: Crystals £0.216 kg (500 kg minimum).
Sodium thiosulphate: photo grade £282 per metric ton; £264.50 ton in 4-ton lots.
Sorbitol: Powder £890 metric ton; syrup £430-£450 as to grade.
Tetracycline: Hydrochloride £14 kg in 250-500 kg lots.
Theobromine: Alkaloid; limited quantities about £25 kg.
Theophylline: Anhydrous and hydrous £5.63 kg in 100-kg lots — ethylene diamine £6.08 kg.

Crude drugs

Balsams: (kg) **Canada:** No spot; £17.60, cif. **Copaiba:** Spot £4.40; £4.25, cif. **Peru:** £9.80 spot; £9.90, cif. **Tolu:** Spot £5.35.
Belladonna: herb £1.10 kg spot; £1.14, cif; leaves £1.14 kg; £1.80, cif; root no spot; £2.34 kg cif.
Benzoin: £135 cwt, cif.
Cardamoms: AGN £6.90 kg, cif.
Chillies: Mombassa unquoted; powder £925 per metric ton spot.
Cloves: Madagascar £6,300 metric ton spot £5,950, cif.
Cochineal: (kg) Tenerife black brilliant £20.60 cif; Peru silver-grey £17.60 spot; £18.40, cif.
Ginger: Cochon £1,050 metric ton spot; and cif. Jamaican No.3 £1,950, cif, nominal; Nigerian split £550 spot; Indonesian £550 spot.
Liquorice: Root, £640 metric ton spot; £730 metric ton, cif. Block juice £1,400 metric ton spot; spray-dried powder £1,900.
Menthol: (kg) Brazilian £7 spot and cif. Chinese £6.20 spot; £6.30, cif.
Pepper: (metric ton) Sarawak black £860 spot, \$1,255, cif; white £1,300 spot; \$1,650, cif.
Sarsaparilla: Unquoted.
Seeds: (metric ton, cif). **Anise:** China star £2,350. **Celery:** Indian £625. **Coriander:** Moroccan £340. **Cumin:** Indian £1,000. **Fennel:** Chinese £600. **Fenugreek:** Moroccan £325; Indian £400.
Senega: Canadian unquoted.
Turmeric: Madras finger £390 metric ton spot; £360, cif.

Essential oils

Bois de rose: £9 kg spot; £8 cif.
Buchu: South African £118 per kg spot; English — distilled £123.
Cedarwood: Chinese £3.85 kg spot; £3.65, cif.
Cinnamon: Ceylon leaf £3.40 kg spot; £3.20, cif; bark; English-distilled, £150.
Citronella: Ceylon £2.60 kg spot; £2.35, cif. Chinese £3.50 spot; £3.20, cif.
Clove: Indonesian leaf £2.35 kg spot; £2.10 cif. English distilled bud £60 spot.
Eucalyptus: Chinese £2.95 kg spot; £2.82, cif. Spanish £4.35 spot.
Fennel: Spanish sweet £7.50 kg spot; bitter £7.40.
Geranium: Bourbon £37 kg spot; £36, cif.
Nutmeg: East Indian £8.80 kg spot; £8.40, cif. English distilled £15.
Pepper: English-distilled ex black £130 kg.
Peppermint: (kg) Arvensis — Brazilian £7.60; spot £7.85, cif. Chinese £4 spot; £4.05 cif. American piperata £13.
Petitgrain: Paraguay £8.50 kg spot; £8, cif.
Rosemary: Moroccan £6.80 kg spot; Spinach £8.45.
Sandalwood: Spot Mysore £64 kg. East Indian £63 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include Value Added Tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Graduate re-union

The re-union for graduates of Strathclyde University between 1957 and 1960 will be held in the Strathclyde University staff club on September 17 between 6-11pm. There will be a buffet supper at 8pm (cost £7.50). Pharmacists who qualified during those years and who have not been contacted should send a cheque to **Mrs B. Montgomery, DPhO, Vale of Leven Hospital, Alexandria, Dumbartonshire.**

Advance information

Sheffield Branch, Pharmaceutical Society. Annual dinner at the Castle Hotel, Castleton on September 10, at 8pm. Tickets £8 from Mrs S. Shipstone, The Croft, Manchester Road, Turlstone, Sheffield S30 6QS.
London Chemist Golfing Society. Fixture at Harpenden on September 29. Details from Terry Loveridge (tel 0628 22855).
Society of Cosmetic Scientists, Royal Society of Arts, 6 John Adam Street, London WC2A 6JA, at 6.30pm on October 7. Open meeting — "Man the Dermal Barricades" by Dr Ray Goulding, National Poisons Information Centre.

CLASSIFIED

Appointments

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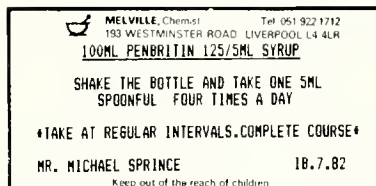
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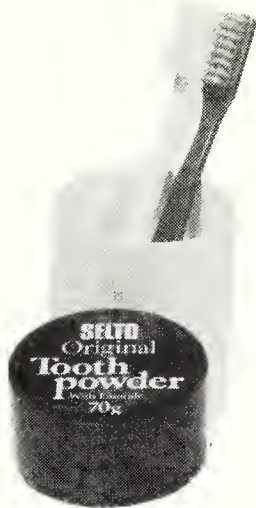
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